

TIMES 1000 COMPUTER SERVICES USAGE

VOLUME III: TIMES 201 – 500

INPUT



## ABOUT INPUT

INPUT provides planning information, analysis, and recommendations to companies in the information processing industries. Through market research, technology forecasting, and competitive analysis, INPUT supports client management in making informed decisions. Continuing services are provided to users and vendors of computers, communications, and office products and services.

The company carries out continuous and in-depth research. Working closely with clients on important issues, INPUT's staff analyze and interpret the research data, then develop recommendations and innovative ideas to meet clients' needs. Clients receive reports, presentations, access to data on which analyses are based, and continuous consulting.

Professional staff have, c  
processing industry. Mo  
marketing, or planning. T  
complex business problems

CUSTOM

YE-HON  
EUR: 3

AUTHOR

Times 1000 Computer Serv. Usage

TITLE

information  
operations,  
solutions to

Formed in 1974, INPUT h  
include over 100 of the w

rm. Clients  
panies.

## OFFICES

### UNITED STATES

2180 Sand Hill Road  
Menlo Park, CA 94025  
(415) 854-3422

Park 80 Plaza West-1  
Saddle Brook, NJ 07661  
(201) 368-9471

ny, Ltd.  
ta-Aoyama

### EUROPE

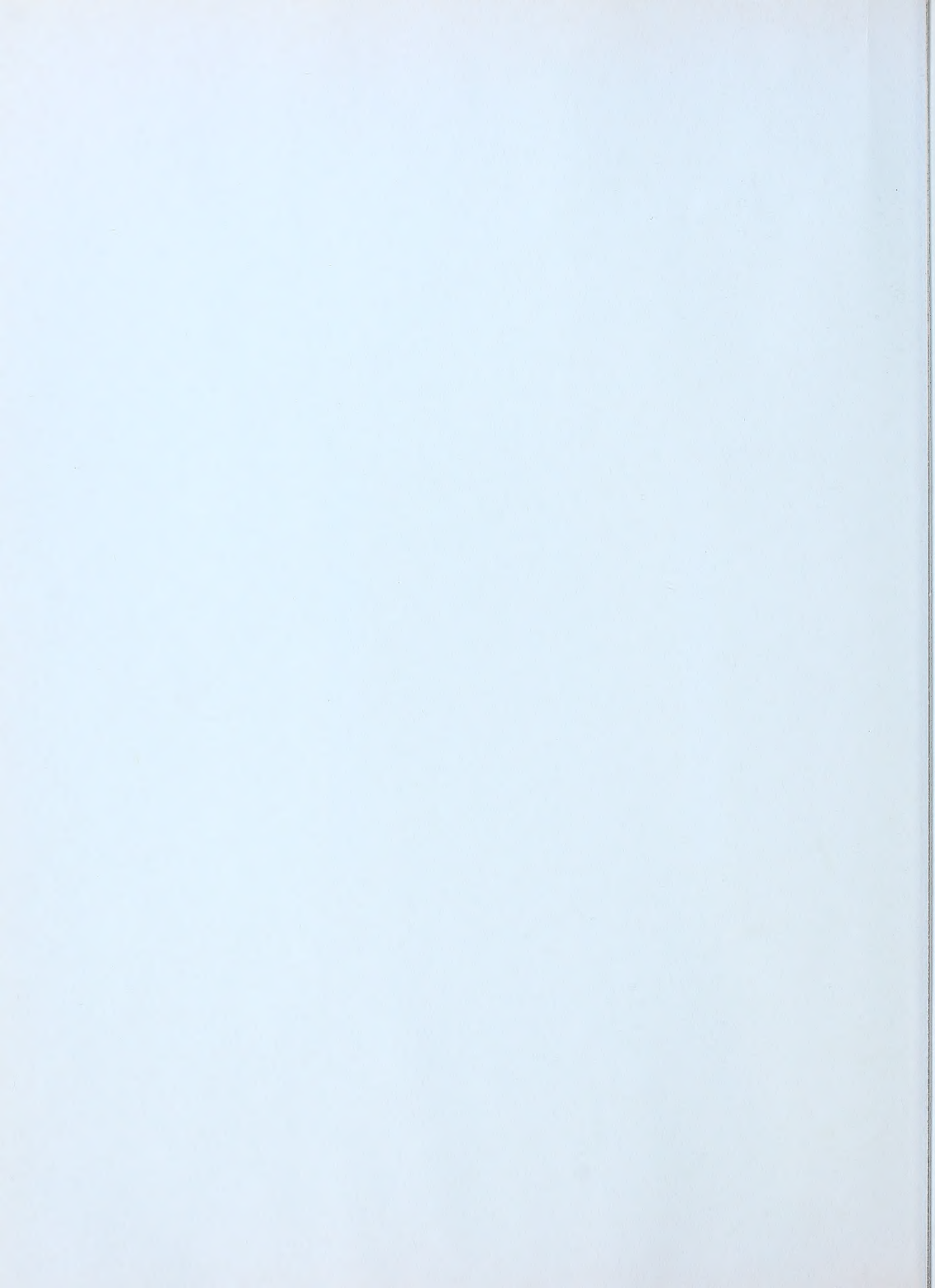
INPUT Europe  
500 Chesham House  
150 Regent Street  
London, W1R 5FA  
England  
London 439-6288  
Telex 261426

P.O. Box 110, Gordon N.S.W. 2072  
(02) 498-8199

street

PGP Sistema SRL  
20127 Milano  
Via Soperga 36  
Italy  
Milan 284-2850

TIMES TOP 1000: 201-500  
SORTED BY U.K. SIC CODE





Q 6

Finally, please check those applications which your company presently uses or will use in the future.

APPLICATIONUSE NOWWILL USE MORE  
IN FUTUREWILL USE LESS  
IN FUTUREa) ☒ Engineering/Scientific

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and  
Planning

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?



INPUT

## A SURVEY OF THE

## TIMES TOP 1000 COMPANIES

Mr. B. Wootton  
Grp. Services Manager  
Bath & Portland Group  
20 Manvers Street  
Bath  
Avon BA1 1LX

INPUT

600 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288



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Date 1303  
Interview No. 1303  
Reference           

# TIMES TOP 1000 COMPANIES

Company 80th & Fortland Blvd. do.  
Address 20 MANLEY STREET  
BATH BA1 1LX  
  
Tel 6967 4133  
Contact Name GRACE BOGARTON  
Dept/Division General Computer

*Times Top 1000 Computer Services Mar.*

Q.1. Does your company have its own in-house computers?

☒ Yes ☐ no ☐ Please go to Q.3

Manufacturer 156  
Model 1901 T  
Quantity 1

Manufacturer             
Model             
Quantity           

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ Yes ☒ no ☐ Please go to Q.3

Type of Terminal used            Quantity             
Type of Terminal used            Quantity             
Type of Terminal used            Quantity           

Q.3. Do you use external bureaux services?

☒ Yes ☐ no ☐ Please go to Q.6

a) They are used for  
☐ Batch Computing            → see (b)  
☒ Remote Batch Computing            → see (c)  
☒ Interactive Time-sharing            → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Data Solve for            % of the company's total outside work  
☐ BARIC for            % of the company's total outside work  
☐ CMG for            % of the company's total outside work  
☐ ADP/Management Dynamics for            % of the company's total outside work  
☐ GEEST/Cambridge Comp. Service for            % of the company's total outside work  
☐ COMPUTEL for            % of the company's total outside work  
☐ COMPOWER for            % of the company's total outside work  
☐ IBM for            % of the company's total outside work  
☐ CDC for            % of the company's total outside work  
☐ OTHER (Specify)           

c) We use the following bureaux for Remote Batch Services

Centrella             
U.C.C. ☒  
S.I.A. ☐  
U.C.S.L. ☐  
I.B.M. ☐  
COMPOWER ☐  
COMPUTEL ☐  
SCICON ☐  
CDC ☐  
LOWNDES-AJAX ☐  
OTHER (Specify) BOC Data Solve

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S. ☐  
ADP ☐  
COMSHARE ☐  
IBM ☐  
CRC ☐  
ATKINS ☐  
CDC ☐  
OTHER (Specify) UCS

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☒ ≥ £12,000 < £25,000 ☐ ≥ £25,000  
☐ ≥ £1000 < £5,000 ☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☒ Batch Computing 2 % per annum growth/decline  
☒ Remote Computing 0 % per annum growth/decline  
☒ Interactive timesharing 10 % p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future.

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☐      ☐      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory      ☐      ☒      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales      ☒      ☒      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel      ☒      ☒      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll      ☒      ☒      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning      ☒      ☒      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

## A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

270  
Mr. G. Willis  
J. B. Eastwood  
The Mall  
Bilthorpe  
Nr. Newark

# INPUT

508 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288



## TIMES TOP 1000 COMPANIES

Company W. J. B. EASTWOOD LTD  
 Address THE MOOR  
BILSTHORPE  
NEWARK, NOTTS  
 Tel: MANSFIELD 870384  
 Contact Name R. F. HALLS  
 Dept/Division COMPUTER DES

## Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer <u>ICL</u>	Manufacturer <u>ICL</u>
Model <u>1902T</u>	Model <u>1901T</u>
Quantity <u>1</u>	Quantity <u>1</u>
Manufacturer _____	Manufacturer _____
Model _____	Model _____
Quantity _____	Quantity _____

## Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used <u>ICL VDU (756)</u>	Type of Terminal used <u>ICL PLANT (7574)</u>
Quantity <u>35</u>	Quantity <u>15</u>
Type of Terminal used _____	Type of Terminal used _____
Quantity _____	Quantity _____

## Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q.6

## a) They are used for

☐ Batch Computing ☐ see (b)  
☐ Remote Batch Computing ☐ see (c)  
☐ Interactive Time-sharing ☐ see (d)

## b) We use the following bureaux for Batch Services:

☐ BOC Datasolve  
☐ BAHIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

## c) We use the following bureaux for Remote Batch Services

Centelle  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

## d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

## Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ ≥ £1000 < £5,000  
☐ ≥ £5,000 < £12,000  
☐ ≥ £12,000 < £25,000  
☐ ≥ £25,000

## Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_\_\_ % per annum growth/decline  
☐ Remote Computing \_\_\_\_\_ % per annum growth/decline  
☐ Interactive timesharing \_\_\_\_\_ % p.a. growth/decline  
 delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) ☐ Engineering/Scientific ☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory ☒ ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales ☐ ☐ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel ☒ ☒ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll ☒ ☒ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning ☒ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes ☐ no

INPUT

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500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

Mr. C.C. Stone  
DP Manager  
Swift & Co.  
10 Charterhouse Street  
London EC1P 1AX

21-22, 820



## TIMES TOP 1000 COMPANIES

Company SWIFT & CO LTD.  
 Address 10, CITISTAR HOUSE SQUARE  
LONDON E.C.1.

Tel: 01 253 7600Contact Name C.C. STONEDept/Division MANAGEMENT INFORMATION SERVICESTitle MANAGER

Q.1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q.3

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q.3

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_  
 Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.3. Do you use external bureau services?

☒ yes ☐ no → Please go to Q.6

a) They are used for

☒ Batch Computing → see (b)  
☐ Remote Batch Computing → see (c)  
☒ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☒ OTHER (Specify) AS-TEL

c) We use the following bureaux for Remote Batch Services

Centrifile  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☒ OTHER (Specify) TYN&IAR for 10 % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ ≥ £1000 < £5,000  
☒ ≥ £5,000 < £12,000  
☐ ≥ £12,000 < £25,000  
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☒ Batch Computing 5 % per annum growth (decrease)  
☐ Remote Computing \_\_\_\_\_ % per annum growth/decline  
☐ Interactive timesharing 10 % p.a. growth (decrease)

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☐      ☐      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory      ☒      ☒      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales      ☒      ☒      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel      ☒      ☐      ☐ *No CHANGED*

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll      ☒      ☒      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning      ☒      ☒      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes      ☐ no

A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

Mr. A.R. Harris  
General Foods  
Maxwell House  
Banbury  
Oxon

# INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

SIC 211-225, 810



## TIMES TOP 1000 COMPANIES

Company General Foods  
 Address Maxwell House  
Barnum  
Oxonia

Tel: \_\_\_\_\_  
 Contact Name A P HARRIS  
 Dept/Division \_\_\_\_\_

## Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer IBM  
 Model 370/135  
 Quantity 1

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

## Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used TELEX TC 371-2  
 Quantity 1  
 Type of Terminal used TELEX TC 371-1  
 Quantity 1

## Q.3. Do you use external bureaux services?

☒ yes ☐ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)  
☐ Remote Batch Computing ☐ see (c)  
☒ Interactive Time-sharing ☐ see (d)

## b) We use the following bureaux for Batch Services:

☐ BOC Database  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

## c) We use the following bureaux for Remote Batch Services

Centrifile  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

## d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.  
☒ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☒ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for 20% of the company's total outside work  
 for 10% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for 60% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

## Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☒ ≥ £12,000 < £25,000  
☐ ≥ £1000 < £5,000  
☐ ≥ £5,000 < £12,000

## Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☒ Batch Computing 10% per annum growth/decline  
☒ Remote Computing \_\_\_\_\_% per annum growth/decline  
☒ Interactive timesharing 5% p.a. growth/decline

delete as appropriate

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Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☐      ☐      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory      ☒      ☒      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales      ☒      ☒      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel      ☒      ☒      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll      ☒      ☒      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning      ☒      ☒      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes      ☐ no

## A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

Mr. R. Kelly  
Kellogg Co. of Gt. Britain  
Park Road  
Stretford  
Manchester

# INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6286

## TIMES TOP 1000 COMPANIES

Company KELLOGG CO. OF G.B. LTD.Address PARK RD.,STRETFORD,MANCHESTER M15 8QATel: 061 565 4411 EXT. 422Contact Name R. KELLYDept/Division SYSTEMS AND D.P.Title COMPUTER DEVELOPERMANAGER.

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer <u>ICL</u>	Manufacturer _____
Model <u>1903T</u>	Model _____
Quantity <u>1</u>	Quantity _____

Manufacturer _____	Manufacturer _____
Model _____	Model _____
Quantity _____	Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q.3

Type of Terminal used _____	Type of Terminal used _____
Quantity _____	Quantity _____
Type of Terminal used _____	Type of Terminal used _____
Quantity _____	Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q.6

a) They are used for

<input type="checkbox"/> Batch Computing	→ see (b)
<input type="checkbox"/> Remote Batch Computing	→ see (c)
<input type="checkbox"/> Interactive Time-sharing	→ see (d)

b) We use the following bureaux for Batch Services:

<input type="checkbox"/> BOC Datasolve	for _____% of the company's total outside work
<input type="checkbox"/> BARIC	for _____% of the company's total outside work
<input type="checkbox"/> CMG	for _____% of the company's total outside work
<input type="checkbox"/> ADP/Management Dynamics	for _____% of the company's total outside work
<input type="checkbox"/> GEEST/Cambridge Comp. Service	for _____% of the company's total outside work
<input type="checkbox"/> COMPUTEL	for _____% of the company's total outside work
<input type="checkbox"/> COMPOWER	for _____% of the company's total outside work
<input type="checkbox"/> IBM	for _____% of the company's total outside work
<input type="checkbox"/> CDC	for _____% of the company's total outside work
<input type="checkbox"/> OTHER (Specify) _____	for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile	for _____% of the company's total outside work
<input type="checkbox"/> U.C.C.	for _____% of the company's total outside work
<input type="checkbox"/> S.I.A.	for _____% of the company's total outside work
<input type="checkbox"/> U.C.S.L.	for _____% of the company's total outside work
<input type="checkbox"/> I.B.M.	for _____% of the company's total outside work
<input type="checkbox"/> COMPOWER	for _____% of the company's total outside work
<input type="checkbox"/> COMPUTEL	for _____% of the company's total outside work
<input type="checkbox"/> SCICON	for _____% of the company's total outside work
<input type="checkbox"/> CDC	for _____% of the company's total outside work
<input type="checkbox"/> LOWNDES AJAX	for _____% of the company's total outside work
<input type="checkbox"/> OTHER (Specify) _____	for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.	for _____% of the company's total outside work
<input type="checkbox"/> ADP	for _____% of the company's total outside work
<input type="checkbox"/> COMSHARE	for _____% of the company's total outside work
<input type="checkbox"/> IBM	for _____% of the company's total outside work
<input type="checkbox"/> CRC	for _____% of the company's total outside work
<input type="checkbox"/> ATKINS	for _____% of the company's total outside work
<input type="checkbox"/> CDC	for _____% of the company's total outside work
<input type="checkbox"/> OTHER (Specify) _____	for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

<input type="checkbox"/> < £1000	<input type="checkbox"/> ≥ £12,000 < £26,000
<input type="checkbox"/> ≥ £1000 < £5,000	<input type="checkbox"/> ≥ £26,000
<input type="checkbox"/> ≥ £5,000 < £12,000	

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

<input type="checkbox"/> Batch Computing _____% per annum growth/decline	} delete as appropriate
<input type="checkbox"/> Remote Computing _____% per annum growth/decline	
<input type="checkbox"/> Interactive time-sharing _____% p.a. growth/decline	



File 212, 214, 217

Q.6. Finally, please check those applications which your company presently uses or will use in the future.

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

- |   |                                     |                                     |                          |
|---|-------------------------------------|-------------------------------------|--------------------------|
| a) <input checked="" type="checkbox"/> Engineering/Scientific   | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/> |
| Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc. |                                     |                                     |                          |
| b) <input checked="" type="checkbox"/> Production/Inventory   | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/> |
| Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.             |                                     |                                     |                          |

- |  |                                     |                                     |                          |
|--|-------------------------------------|-------------------------------------|--------------------------|
| c) <input checked="" type="checkbox"/> Marketing/Sales   | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/> |
| Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc. |                                     |                                     |                          |

- |   |                          |                                     |                          |
|---|--------------------------|-------------------------------------|--------------------------|
| d) <input checked="" type="checkbox"/> Personnel  | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/> |
| Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications. |                          |                                     |                          |

- |   |                                     |                                     |                          |
|---|-------------------------------------|-------------------------------------|--------------------------|
| e) <input checked="" type="checkbox"/> General Accounting/Payroll                       | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/> |
| Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc. |                                     |                                     |                          |

- |  |                                     |                                     |                          |
|--|-------------------------------------|-------------------------------------|--------------------------|
| f) <input checked="" type="checkbox"/> Financial Analysis and Planning   | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/> |
| Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc. |                                     |                                     |                          |

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ Yes ☐ No

## A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

Mr. F.A. Webb  
Manager, Data Centres  
Wm Jackson & Co.  
40 Derrington Street  
Hull

# INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 0288

## TIMES TOP 1000 COMPANIES

Company WILLIAM JACKSON SONS LTD  
 Address 40 DERBYS CHAM STREET  
HULL HU3 1EY

Tel: HULL 224131 x 81  
 Contact Name F A DEBB

Registration ADVANTIC INFORMATION MANAGEMENT LTD.

NOTE: AIM LTD IS A SUBSIDIARY CO.  
 RESPONSIBLE FOR ALL GROUP COMPUTING  
 AND OPERATES AS A COMMERCIAL BUREAU  
 TO EXTERNAL CLIENTS (APPROX 50%).

TIME MANAGER, DATACENTRES

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer ICL 1CL 1904S  
 Model 1903A  
 Quantity 1

Manufacturer DICCO 1CL  
 Model HUC21LE  
 Quantity 4

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no → Please go to Q.3

Type of Terminal used VARIUS PORTABLE  
 Quantity 5

Type of Terminal used VENTEK 2200  
 Quantity 1

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q.6

a) They are used for

☐ Batch Computing → see (b)  
☐ Remote Batch Computing → see (c)  
☒ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for \_\_\_% of the company's total outside work  
☐ BARIC for \_\_\_% of the company's total outside work  
☐ CMG for \_\_\_% of the company's total outside work  
☐ ADP/Management Dynamics for \_\_\_% of the company's total outside work  
☐ GEEST/Cambridge Comp. Service for \_\_\_% of the company's total outside work  
☐ COMPUTEL for \_\_\_% of the company's total outside work  
☐ COMPOWER for \_\_\_% of the company's total outside work  
☐ IBM for \_\_\_% of the company's total outside work  
☐ CDC for \_\_\_% of the company's total outside work  
☐ OTHER (Specify) for \_\_\_% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrifile

☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES ALJAX  
☐ OTHER (Specify)

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.  
☐ ADP  
☒ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify)

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☒ ≥ £1000 < £5,000  
☐ ≥ £5,000 < £12,000  
☐ ≥ £12,000 < £25,000  
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

- Batch Computing 25% per annum growth/decline
- Remote Computing 50% per annum growth/decline
- Interactive timesharing 100% p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific ☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory ☐ ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales ☒ ☒ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personal ☒ ☒ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll ☒ ☒ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning ☒ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☐ yes ☐ no

A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

# INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

INPUT



## TIMES TOP 1000 COMPANIES

Company KARL FORD LTD  
 Address ST George's House  
BAYSHILL ROAD  
CHELSEA  
 Tel: 36101  
 Contact Name M. H. R. BRYAN  
 Dept/Division \_\_\_\_\_

Title Dom George Harrison

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer IBM  
 Model 370/135  
 Quantity 1

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no → Please go to Q.3

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_  
 Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.3. Do you use external bureau services?

☐ yes ☒ no → Please go to Q.6

a) They are used for

☐ Batch Computing → see (b)  
☐ Remote Batch Computing → see (c)  
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrifile

☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.

☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000  
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000  
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

● Batch Computing \_\_\_\_\_% per annum growth/decline  
 ● Remote Computing \_\_\_\_\_% per annum growth/decline  
 ● Interactive timesharing \_\_\_\_\_% p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☐      ☐      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory      ☒      ☒      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales      ☒      ☒      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel      ☒      ☒      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll      ☒      ☒      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning      ☐      ☒      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☐ Yes      ☒ No

SIC 217

Mr. J. Whidborne  
General DP Manager  
Don Computer Services  
P.O. Box 80  
Sheffield S6 2AP

## A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

# INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 8288

## TIMES TOP 1000 COMPANIES

Company Row Computer Services Ltd  
 Address LIVSEY ST  
S46FFBUD  
SL2AH  
 Tel: 349 391  
 Contact Name JANET BORNE  
 Dept/Division \_\_\_\_\_

Date \_\_\_\_\_  
 Interview No. 142  
 Reference \_\_\_\_\_

Title Gen. MAN.

## Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer ICK Manufacturer \_\_\_\_\_  
 Model 1903A (G4K) Model \_\_\_\_\_  
 Quantity 1 Quantity \_\_\_\_\_

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

## Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no → Please go to Q.3

Type of Terminal used \_\_\_\_\_ Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_ Quantity \_\_\_\_\_  
 Type of Terminal used \_\_\_\_\_ Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_ Quantity \_\_\_\_\_

## Q.3. Do you use external bureau services?

☐ yes ☒ no → Please go to Q.6

a) They are used for ☐ Batch Computing → see (b)  
☐ Remote Batch Computing → see (c)  
☐ Interactive Time-sharing → see (d)

## b) We use the following bureaux for Batch Services:

☐ BOC Datasolve  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

## c) We use the following bureaux for Remote Batch Services

Centrifile  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

## d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

## Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £26,000  
☐ ≥ £1000 < £5,000 ☐ ≥ £26,000  
☐ ≥ £5,000 < £12,000

## Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_\_\_% per annum growth/decline  
☐ Remote Computing \_\_\_\_\_% per annum growth/decline  
☐ Interactive timesharing \_\_\_\_\_% p.a. growth/decline

delete as appropriate



Q 6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☐      ☐      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory      ☐      ☐      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales      ☒      ☐      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel      ☒      ☐      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll      ☒      ☒      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning      ☒      ☒      ☐

Typical Applications include: Cash Flow Forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes      ☐ no

# A SURVEY OF THE

## TIMES TOP 1000 COMPANIES

Mr. C. Ridley  
Operations Manager  
Trebtor Holdings  
Trebtor House  
Woodford Avenue  
Woodford Green  
Essex

## INPUT

800 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6286

## TIMES TOP 1000 COMPANIES

Company TESBOR LTD  
 Address TESBOR ROAD  
WARRINGTON  
CH9 4JL

Tel: 01550 2300  
 Contact Name C. R. RILEY  
 Dept/Division SDP

Title Gen. Mgr. Operations

Q.1. Does your company have its own in-house computers?

☒ Yes ☐ No → Please go to Q.3

Manufacturer IBM  
 Model 360/40  
 Quantity 1

Manufacturer DEC  
 Model 080  
 Quantity 1

Manufacturer DEC  
 Model 080  
 Quantity 2

Manufacturer DEC  
 Model 080  
 Quantity 1

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ Yes ☒ No → Please go to Q.3

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_  
 Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_  
 Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.3. Do you use external bureau services?

☒ Yes ☐ No → Please go to Q.8

a) They are used for

☒ Batch Computing → see (b)  
☐ Remote Batch Computing → see (c)  
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☒ BOC Datastore  
☐ BARRIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

c) We use the following bureaux for Remote Batch Services:

Centelle  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☒ ≥ £12,000 < £25,000  
☐ ≥ £1000 < £5,000  
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☒ Batch Computing 10 % per annum growth/decline  
☐ Remote Computing \_\_\_\_\_ % per annum growth/decline  
☐ Interactive timesharing \_\_\_\_\_ % p.a. growth/decline

delete as  
 appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

- a) ☐ Engineering/Scientific      ☐      ☐      ☐
- b) ☐ Production/Inventory      ☒      ☒      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

- c) ☐ Marketing/Sales      ☒      ☒      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

- d) ☐ Personal      ☒      ☒      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

- e) ☐ General Accounting/Payroll      ☒      ☒      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

- f) ☐ Financial Analysis and Planning      ☒      ☒      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ Yes      ☐ No

INPUT

**INPUT**

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

A SURVEY OF THE

**TIMES TOP 1000 COMPANIES**

Mr. A. Thomas  
Computer Operations Manager  
Robertsons Foods Group  
Computer Centre  
Water Lane  
Bristolington  
Bristol BS4

SIC 218



## TIMES TOP 1000 COMPANIES

Company ROBERTSON FOODS LTD  
 Address HAVER LANE 1  
BREKINGTON  
BASILDON

Tel: 772401 x 151  
 Contact Name AS CH REVERIE  
 Dept/Division \_\_\_\_\_

Title \_\_\_\_\_

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer IBM  
 Model 370/155-256K  
 Quantity 1

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used VT24  
 Quantity 19

Type of Terminal used 3275  
 Quantity 1

Q.3. Do you use external bureaux services?

☒ yes ☐ no ☐ Please go to Q.8

a) They are used for

☒ Batch Computing ☐ see (b)  
☒ Remote Batch Computing ☐ see (c)  
☒ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datastore  
☐ BARIC  
☐ CMG  
☒ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☒ OTHER (Specify) Phyllis Symons Associates

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for 7 \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for 7 \_\_\_\_\_% of the company's total outside work

c) We use the following bureaux for Remote Batch Services:

Centraflex  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.  
☒ ADP  
☐ COMSHARE  
☒ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for 2 \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☒ < £1000 ☐ > £12,000 < £25,000  
☐ > £1000 < £5,000 ☐ > £25,000  
☐ > £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

● Batch Computing 5 % per annum growth/decline  
 ● Remote Computing 10 % per annum growth/decline  
 ● Interactive timesharing 5 % p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

- |   |                                     |                                     |                          |
|---|-------------------------------------|-------------------------------------|--------------------------|
| a) <input checked="" type="checkbox"/> Engineering/Scientific   | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/> |
| Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc. |                                     |                                     |                          |
| b) <input checked="" type="checkbox"/> Production/Inventory   | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/> |

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

- |  |                                     |                                     |                          |
|--|-------------------------------------|-------------------------------------|--------------------------|
| c) <input checked="" type="checkbox"/> Marketing/Sales | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/> |
|--|-------------------------------------|-------------------------------------|--------------------------|

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

- |                                       |                          |                          |                          |
|---------------------------------------|--------------------------|--------------------------|--------------------------|
| d) <input type="checkbox"/> Personnel | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
|---------------------------------------|--------------------------|--------------------------|--------------------------|

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

- |   |                                     |                                     |                          |
|---|-------------------------------------|-------------------------------------|--------------------------|
| e) <input checked="" type="checkbox"/> General Accounting/Payroll | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/> |
|---|-------------------------------------|-------------------------------------|--------------------------|

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

- |  |                          |                                     |                          |
|--|--------------------------|-------------------------------------|--------------------------|
| f) <input checked="" type="checkbox"/> Financial Analysis and Planning | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/> |
|--|--------------------------|-------------------------------------|--------------------------|

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes ☐ no

## A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

Mr. G. Lake  
Computer Services Manager  
Pauls & Whites  
47 Key Street  
Ipswich  
Suffolk IP4 1BX

# INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W1  
TEL: 01-439 6288

# TIMES TOP 1000 COMPANIES

Company PAGE & WHITE'S FOODS LTD  
 Address P.O. Box 39, KEY ST., IPSWICH, SUFFOLK

Tel: 0473 56711

Contact Name G.R. LAKE

Dept/Division Computer Services

Title Computer Services Manager

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer IBM Model SYSTEM 3/15D Quantity 1

Manufacturer BEC Model PDP 11/34 Quantity 1

Manufacturer \_\_\_\_\_ Model \_\_\_\_\_ Quantity \_\_\_\_\_

Manufacturer \_\_\_\_\_ Model \_\_\_\_\_ Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no → Please go to Q.3

Type of Terminal used BEC L436 Quantity ~10  
 Type of Terminal used IBM 3741 Quantity ~10

Q.3. Do you use external bureau services?

☐ yes ☒ no → Please go to Q.6

a) They are used for

☐ Batch Computing → see (b)  
☐ Remote Batch Computing → see (c)  
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for \_\_\_\_% of the company's total outside work  
☐ BARIC for \_\_\_\_% of the company's total outside work  
☐ CMG for \_\_\_\_% of the company's total outside work  
☐ ADP/Management Dynamics for \_\_\_\_% of the company's total outside work  
☐ GEEST/Cambridge Comp. Service for \_\_\_\_% of the company's total outside work  
☐ COMPUTEL for \_\_\_\_% of the company's total outside work  
☐ COMPOWER for \_\_\_\_% of the company's total outside work  
☐ IBM for \_\_\_\_% of the company's total outside work  
☐ CDC for \_\_\_\_% of the company's total outside work  
☐ OTHER (Specify) \_\_\_\_\_ for \_\_\_\_% of the company's total outside work

INPUT

INPUT

c) We use the following bureaux for Remote Batch Services

Centelle

☐ UCC. for \_\_\_\_% of the company's total outside work  
☐ SIA. for \_\_\_\_% of the company's total outside work  
☐ UCSL. for \_\_\_\_% of the company's total outside work  
☐ IBM. for \_\_\_\_% of the company's total outside work  
☐ COMPOWER for \_\_\_\_% of the company's total outside work  
☐ COMPUTEL for \_\_\_\_% of the company's total outside work  
☐ SICON for \_\_\_\_% of the company's total outside work  
☐ CDC for \_\_\_\_% of the company's total outside work  
☐ LOWNDES AJAX for \_\_\_\_% of the company's total outside work  
☐ OTHER (Specify) \_\_\_\_\_ for \_\_\_\_% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for \_\_\_\_% of the company's total outside work  
☐ ADP for \_\_\_\_% of the company's total outside work  
☐ COMSHARE for \_\_\_\_% of the company's total outside work  
☐ IBM for \_\_\_\_% of the company's total outside work  
☐ CRC for \_\_\_\_% of the company's total outside work  
☐ ATKINS for \_\_\_\_% of the company's total outside work  
☐ CDC for \_\_\_\_% of the company's total outside work  
☐ OTHER (Specify) \_\_\_\_\_ for \_\_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditure on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000  
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000  
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_\_% per annum growth/decline  
☐ Remote Computing \_\_\_\_% per annum growth/decline  
☐ Interactive timesharing \_\_\_\_% p.a. growth/decline  
 delete as appropriate



Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific ☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory ☒ ☐ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales ☒ ☐ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel ☒ ☐ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll ☒ ☐ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning ☐ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ Yes ☐ No

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

Mr. H.A. Woods  
DP Manager  
G & T Greenall  
P.O. Box 3  
Causeway Distillery  
Warrington  
Cheshire

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

## TIMES TOP 1000 COMPANIES

Company S.T. Green Ltd  
 Address P.O. Box 3, Greenbury, Oxford  
 Tel: 01865 50111  
 Contact Name H.A. Woods  
 Dept/Division B.P. Manager Dept.

Title B.P. Manager

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer I.B.M.  
 Model Sys 370/115 Model 9  
 Quantity Q.A.

Manufacturer I.B.M.  
 Model 3700 System  
 Quantity 3

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q.3

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.3. Do you use external bureaux services?

☒ yes ☐ no ☐ Please go to Q.6

a) They are used for

☒ Batch Computing ☐ see (b)  
☐ Remote Batch Computing ☐ see (c)  
☒ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☒ OTHER (Specify) LOWNDES AT&T

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

c) We use the following bureaux for Remote Batch Services:

Centrefile  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

d) We use the following bureaux for Interactive Time Sharing Services:

☒ Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ > £1000 < £5,000  
☒ > £5,000 < £12,000  
☐ > £12,000 < £25,000  
☐ > £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☒ Batch Computing 15% per annum growth/decline  
☒ Remote Computing 15% per annum growth/decline  
☒ Interactive timesharing 15% p.a. growth/decline

delete as appropriate

*delete in these services*

WILL USE LESS  
IN FUTURE

☐

Typical Applications include Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.



Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.



Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

4

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

☐

**Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc**

**Thank you for your cooperation in filling in this questionnaire.**

**A summary of the Data provided by companies in your category will be shortly available. May we send it to you?**

**LEARN**

# INPUT

5000 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

## A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

Mr. A. White  
DP Manager  
Teacher (Distillers)  
114 St. Enoch Square  
Glasgow G1 4BZ

## TIMES TOP 1000 COMPANIES

Company W.H. TEAGHER & SONS LTD  
 Address 14 ST ENOCH SQ  
GLASGOW G1 4B2

Tel: 041 204-2633

Contact Name MR. A. WHITE

Dupl/Division \_\_\_\_\_

Title D. P. MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer IBM  
 Model SYSTEM 3/12  
 Quantity ONE

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q.3

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_  
 Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)  
☐ Remote Batch Computing ☐ see (c)  
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for \_\_\_\_\_% of the company's total outside work  
☐ BARIC for \_\_\_\_\_% of the company's total outside work  
☐ CMG for \_\_\_\_\_% of the company's total outside work  
☐ ADP/Management Dynamics for \_\_\_\_\_% of the company's total outside work  
☐ GEEST/Cambridge Comp. Service for \_\_\_\_\_% of the company's total outside work  
☐ COMPUTEL for \_\_\_\_\_% of the company's total outside work  
☐ COMPOWER for \_\_\_\_\_% of the company's total outside work  
☐ IBM for \_\_\_\_\_% of the company's total outside work  
☐ CDC for \_\_\_\_\_% of the company's total outside work  
☐ OTHER (Specify) \_\_\_\_\_

c) We use the following bureaux for Remote Batch Services

Centrifile

☐ U.C.C.

☐ S.I.A.

☐ U.C.S.L.

☐ I.B.M.

☐ COMPOWER

☐ COMPUTEL

☐ SCICON

☐ CDC

☐ LOWNDES-AJAX

☐ OTHER (Specify) \_\_\_\_\_

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.

☐ ADP

☐ COMSHARE

☐ IBM

☐ CRC

☐ ATKINS

☐ CDC

☐ OTHER (Specify) \_\_\_\_\_

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000  
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000  
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_\_\_% per annum growth/decline  
☐ Remote Computing \_\_\_\_\_% per annum growth/decline  
☐ Interactive timesharing \_\_\_\_\_% p.a. growth/decline

delete as appropriate



Q 6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE  
IN FUTURE      WILL USE LESS  
IN FUTURE

a) ☐ Engineering/Scientific      ☐      ☐      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory      ☒      ☒      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales      ☒      ☒      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel      ☒      ☐      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll      ☒      ☐      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning      ☒      ☐      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes      ☐ no

Mr. B. Dumble  
DP Manager  
Vaux Breweries  
The Brewery  
Castle Street  
Sunderland SR1 3AN

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

## TIMES TOP 1000 COMPANIES

Company MAA BREWERIES LIMITED  
 Address THE BREWERY  
SUNDELAN  
SRI JAN

Title MANAGER  
 Contact Name S. DUNN  
 Dept/Division \_\_\_\_\_

Date \_\_\_\_\_  
 Interview No. 1441  
 Reference \_\_\_\_\_

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer HONEYWELL  
 Model 6410  
 Quantity ONE

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no → Please go to Q.3

Type of Terminal used REMOTE BATCH  
 Quantity ELEVEN

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.3. Do you use external bureau services?

☐ yes ☒ no → Please go to Q.6

a) They are used for

☐ Batch Computing → see (b)  
☐ Remote Batch Computing → see (c)  
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Database for \_\_\_\_\_% of the company's total outside work  
☐ BARIC for \_\_\_\_\_% of the company's total outside work  
☐ CMG for \_\_\_\_\_% of the company's total outside work  
☐ ADP/Management Dynamics for \_\_\_\_\_% of the company's total outside work  
☐ GEEST/Cambridge Comp. Service for \_\_\_\_\_% of the company's total outside work  
☐ COMPUTEL for \_\_\_\_\_% of the company's total outside work  
☐ COMPOWER for \_\_\_\_\_% of the company's total outside work  
☐ IBM for \_\_\_\_\_% of the company's total outside work  
☐ CDC for \_\_\_\_\_% of the company's total outside work  
☐ OTHER (Specify) \_\_\_\_\_

c) We use the following bureaux for Remote Batch Services

Centrifile  
☐ U.C.C. for \_\_\_\_\_% of the company's total outside work  
☐ S.I.A. for \_\_\_\_\_% of the company's total outside work  
☐ U.C.S.L. for \_\_\_\_\_% of the company's total outside work  
☐ I.B.M. for \_\_\_\_\_% of the company's total outside work  
☐ COMPOWER for \_\_\_\_\_% of the company's total outside work  
☐ COMPUTEL for \_\_\_\_\_% of the company's total outside work  
☐ SCICON for \_\_\_\_\_% of the company's total outside work  
☐ CDC for \_\_\_\_\_% of the company's total outside work  
☐ LOWNDES-AJAX for \_\_\_\_\_% of the company's total outside work  
☐ OTHER (Specify) \_\_\_\_\_

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for \_\_\_\_\_% of the company's total outside work  
☐ ADP for \_\_\_\_\_% of the company's total outside work  
☐ COMSHARE for \_\_\_\_\_% of the company's total outside work  
☐ IBM for \_\_\_\_\_% of the company's total outside work  
☐ CRC for \_\_\_\_\_% of the company's total outside work  
☐ ATKINS for \_\_\_\_\_% of the company's total outside work  
☐ CDC for \_\_\_\_\_% of the company's total outside work  
☐ OTHER (Specify) \_\_\_\_\_

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ ≥ £1000 < £5,000  
☐ ≥ £5,000 < £12,000  
☐ ≥ £12,000 < £25,000  
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_\_\_% per annum growth/decline  
☐ Remote Computing \_\_\_\_\_% per annum growth/decline  
☐ Interactive time-sharing \_\_\_\_\_% p.a. growth/decline  
 delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☒      ☒      ☐  
 Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory      ☐      ☐      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales      ☐      ☐      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel      ☒      ☒      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll      ☒      ☐      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning      ☒      ☒      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ Yes      ☐ No

Mrs J. Limburn  
 Computer Ops. Manager  
 Foster Wheeler  
 Foster Wheeler House  
 Station Road  
 Reading, Berks. RG1 1LX

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

**INPUT**

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
 TEL: 01-439 6288

TIMES TOP 1000 COMPANIES

Company FUTURE INTERACTIVE LTD  
Address FUTURE INTERACTIVE HOUSE  
STATION ROAD  
ROADE A421

Tel: 01211  
Contact Name J M. HARRIS  
Dupl/Division CTD/ORD

Title Chairman 466

Date 4 4 88  
Interview No. 1263  
Reference \_\_\_\_\_

Q.1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q.3

Manufacturer \_\_\_\_\_  
Model \_\_\_\_\_  
Quantity \_\_\_\_\_

Manufacturer \_\_\_\_\_  
Model \_\_\_\_\_  
Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q.3

Type of Terminal used \_\_\_\_\_  
Quantity \_\_\_\_\_  
Type of Terminal used \_\_\_\_\_  
Quantity \_\_\_\_\_

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q.6

a) They are used for

☒ Batch Computing → see (b)  
☒ Remote Batch Computing → see (c)  
☒ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☒ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrifile

☒ UCC  
☒ SIA  
☒ UCSL  
☒ IBM  
☐ COMPOWER  
☐ COMPUTEL  
☒ SCICON  
☒ CDC  
☐ LOWNDES-AJAX  
☒ OTHER (Specify) VARIOUS

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.  
☒ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ ≥ £1000 < £5,000  
☐ ≥ £5,000 < £12,000  
☐ ≥ £12,000 < £25,000  
☒ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☒ Batch Computing 8% per annum growth/decline  
☒ Remote Computing 11% per annum growth/decline  
☒ Interactive timesharing 10% p.a. growth/decline

delete as appropriate



Q.6 Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific ☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory ☐ ☐ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales ☒ ☒ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel ☒ ☐ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll ☒ ☒ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning ☒ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the data provided by companies in your category will be shortly available. May we send it to you?

☒ yes ☐ no

INPUT

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288



A SURVEY OF THE

TIMES TOP 1000 COMPANIES

Mr. G. Hill  
Head, Data Processing  
Coalite & Chemical Products  
Buttermilk Lane  
Bolsover  
Derbyshire S44 6AB

5/10/78

100

## TIMES TOP 1000 COMPANIES

Date 14/4/8  
Interview No. 1448  
Reference           

Company LESTER ELECTRONICS LTD  
Address 60, New St, Leicester LE1 1NU

Tel: 0115 832231

Contact Name Mr G Hill

Dept/Division Marketing Dept

Title Mr G Hill

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer PCF  
Model Centronics 1500  
Quantity 0.5

Manufacturer             
Model             
Quantity           

Manufacturer             
Model             
Quantity           

Manufacturer             
Model             
Quantity           

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no → Please go to Q.3

Type of Terminal used             
Quantity             
Type of Terminal used             
Quantity           

Q.3. Do you use external bureaux services?

☐ yes ☒ no → Please go to Q.6

a) They are used for

☐ Batch Computing → see (b)  
☐ Remote Batch Computing → see (c)  
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datastore for            % of the company's total outside work  
☐ BARIC for            % of the company's total outside work  
☐ CMG for            % of the company's total outside work  
☐ ADP/Management Dynamics for            % of the company's total outside work  
☐ GEEST/Cambridge Comp. Service for            % of the company's total outside work  
☐ COMPUTEL for            % of the company's total outside work  
☐ COMPOWER for            % of the company's total outside work  
☐ IBM for            % of the company's total outside work  
☐ CDC for            % of the company's total outside work  
☐ OTHER (Specify)            for            % of the company's total outside work

c) We use the following bureaux for Remote Batch Services:

Centrella

☐ U.C.C.

☐ S.I.A.

☐ U.C.S.L.

☐ I.B.M.

☐ COMPOWER

☐ COMPUTEL

☐ SCICON

☐ CDC

☐ LOWNDES-AJAX

☐ OTHER (Specify)           

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.

☐ ADP

☐ COMSHARE

☐ IBM

☐ CRC

☐ ATKINS

☐ CDC

☐ OTHER (Specify)           

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ ≥ £1000 < £5,000  
☐ ≥ £5,000 < £12,000  
☐ ≥ £12,000 < £25,000  
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

● Batch Computing            % per annum growth/decline  
● Remote Computing            % per annum growth/decline  
● Interactive timesharing            % p.a. growth/decline

delete as appropriate

Finally, please check those applications which your company presently uses or will use in the future.

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☐      ☒      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory      ☒      ☒      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales      ☒      ☒      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel      ☒      ☒      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll      ☒      ☐      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning      ☒      ☒      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ Yes      ☐ No

## A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

Mr. J. E. Garnett  
Ops. Manager  
BTP Trioxide  
Billingham  
Cleveland

# INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6280

## TIMES TOP 1000 COMPANIES

Company BT Tlx20  
 Address BILLINGHAM  
CLEVELAND  
 Tel: STOCKTON 561144  
 Contact Name J. E. GARRETT  
 Dept/Division DATA PROCESSING

Date Interview No. 1242  
 Reference \_\_\_\_\_

Title OPS. MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer I.C.L.  
 Model 1903T  
 Quantity 1

Manufacturer FERNATI  
 Model AR 905 50-0  
 Quantity 1

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Manufacturer DEC  
 Model DDP 11/35  
 Quantity 2

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used ICL 7275  
 Quantity 8  
 Type of Terminal used TEAS  
 Quantity 1

Type of Terminal used ITT 3330  
 Quantity 4  
 Type of Terminal used DD 303  
 Quantity 2

Q.3. Do you use external bureau services?

☐ yes ☒ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)  
☐ Remote Batch Computing ☐ see (c)  
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datastore  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

c) We use the following bureaux for Remote Batch Services:

Centrifile  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000  
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000  
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

● Batch Computing \_\_\_\_\_% per annum growth/decline  
 ● Remote Computing \_\_\_\_\_% per annum growth/decline  
 ● Interactive timesharing \_\_\_\_\_% p.a. growth/decline

delete as appropriate



Q 6. Finally, please check those applications which your company presently uses or will use in the future.

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☒ Engineering/Scientific ☐ ☒ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory ☒ ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales ☒ ☒ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel ☐ ☐ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll ☒ ☒ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning ☐ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes ☐ no

Mr. G. Ringwood  
Grp. Accountant Chemicals  
Hickson & Welch (Hldgs)  
Ingls Lane  
Castleford  
West Yorks  
WF10 2TT

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6286

Title GROUP ACCOUNTANT  
CHEMICALS

1) We use the following bureaux for Interactive Time Sharing:

Manufacturer	HOYLEWELL
Model	6160
Quantity	0.16

Manufacturer \_\_\_\_\_  
Model \_\_\_\_\_  
Quantity \_\_\_\_\_

Type of Terminal used	Quantity	Type of Terminal used	Quantity
H04EYUELL	0-16	H04EYUELL	TJ 1200
			Quantity
Type of Terminal used	Quantity	Type of Terminal used	Quantity
H04EYUELL	0-16	H04EYUELL	TJ 1200
			Quantity
Type of Terminal used	Quantity	Type of Terminal used	Quantity
H04EYUELL	0-16	H04EYUELL	TJ 1200
			Quantity

a) They are used for

<input type="checkbox"/>	Batch Computing	see (b)
<input type="checkbox"/>	Remote Batch Computing	see (c)
<input checked="" type="checkbox"/>	Interactive Time-sharing	see (d)

<input type="checkbox"/> BOC Database	for _____% of the company's total outside work
<input type="checkbox"/> BARC	for _____% of the company's total outside work
<input type="checkbox"/> CMG	for _____% of the company's total outside work
<input type="checkbox"/> ADP/Management Dynamics	for _____% of the company's total outside work
<input type="checkbox"/> GEEST/Cambridge Comp. Service	for _____% of the company's total outside work
<input type="checkbox"/> COMPUTER	for _____% of the company's total outside work
<input type="checkbox"/> COMPOWER	for _____% of the company's total outside work
<input type="checkbox"/> IBM	for _____% of the company's total outside work
<input type="checkbox"/> CDC	for _____% of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for _____% of the company's total outside work

- Batch Computing 50 % per annum growth/decline
- Remote Computing 100 % per annum growth/decline
- Interactive timesharing 100 % p.a. growth/decline

} delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

- a) ☐ Engineering/Scientific      ☐      ☐      ☐
- Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

- b) ☒ Production/Inventory      ☒      ☒      ☐
- Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

- c) ☒ Marketing/Sales      ☒      ☒      ☐
- Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

- d) ☐ Personnel      ☐      ☐      ☐
- Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

- e) ☒ General Accounting/Payroll      ☒      ☒      ☐
- Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

- f) ☒ Financial Analysis and Planning      ☒      ☒      ☐
- Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

Mr. J. Martin  
Data Processing Manager  
Harrisons Ltd  
P.O. Box 233  
Bradford Street  
Birmingham B12 0PE

## A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

# INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

# TIMES TOP 1000 COMPANIES

Address P.O. Box 233

BRADFORD STREET

BIRMINGHAM BILDOPE

Tel: 021-7731111

Contact Name J. C. MARTIN

Dep't/Division COMPUTER

**Q.1. Does your company have its own in-house computers?**

☒ yes ☐ no → Please go to Q.3

Manufacturer ICL  
Model 2903/30  
Quantity 1

Manufacturer \_\_\_\_\_  
Model \_\_\_\_\_  
Quantity \_\_\_\_\_

Q2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes    ☒ no    → Please go to Q. 3

type of Terminal used \_\_\_\_\_  
 quantity \_\_\_\_\_

type of Terminal used \_\_\_\_\_  
 quantity \_\_\_\_\_

### 2.3. Do you use external bureaux services?

☐ yes ☒ no  $\longrightarrow$  Please go to Q. 6

i) They are used for

<input type="checkbox"/>	Batch Computing	see (b)
<input type="checkbox"/>	Remote Batch Computing	see (c)
<input type="checkbox"/>	Interactive Time-sharing	see (d)

j) We use the following bureaux for Batch Services:

<input type="checkbox"/> BOC Database	for _____% of the company's total outside work
<input type="checkbox"/> BARIC	for _____% of the company's total outside work
<input type="checkbox"/> CMG	for _____% of the company's total outside work
<input type="checkbox"/> ADP/Management Dynamics	for _____% of the company's total outside work
<input type="checkbox"/> GEEST/Cambridge Comp. Service	for _____% of the company's total outside work
<input type="checkbox"/> COMPUTER	for _____% of the company's total outside work
<input type="checkbox"/> COMFLOW	for _____% of the company's total outside work
<input type="checkbox"/> IBM	for _____% of the company's total outside work
<input type="checkbox"/> CDC	for _____% of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

## Centrefile

U.C.C.

313

5.1.1.

U.C.S.L.

I.B.M.

COMPOWER

☐ COMPLETE☐ COMPUTER

CDC

**LOWNDES-AJAX**

☐ OTHER (Specify) \_\_\_\_\_

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Massachusetts

Национальный институт здоровья

ADP

COMSHARE

IBM

☐ CRC

SECRET

AIKINS

CDC

☐ OTHER (Specify)

**Q.4. Please check your total Annual expenditures on the above services in the following ranges:**

<input type="checkbox"/> < £1000	<input type="checkbox"/> ≥ £12,000 < £25,000
<input type="checkbox"/> ≥ £1000 < £5,000	<input type="checkbox"/> ≥ £25,000
<input type="checkbox"/> ≥ £5,000 < £12,000	

2.5. What is the growth pattern that you foresee in the usage of each service category by your company?

- Batch Computing \_\_\_\_\_ % per annum growth/decline
- Remote Computing \_\_\_\_\_ % per annum growth/decline
- Interactive timesharing \_\_\_\_\_ % p.a. growth/decline



Q 6. Finally, please check those applications which your company presently uses or will use in the future.

APPLICATION WILL USE MORE (already) IN FUTURE WILL USE LESS IN FUTURE

a) ☒ Engineering/Scientific

☒

☒

☐

(We plan to use this computer in the future)

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory

☒

☒

☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales

☒

☒

☒

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

☐

☐

☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll

☒

☒

☒

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning

☒

☒

☒

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ Yes ☐ No

## A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

Mr. P. Hunt  
Grp. Computer Manager  
Laporte Industries (Holdings)  
P.O. Box 8  
Kingsway  
Luton  
Beds

# INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

## TIMES TOP 1000 COMPANIES

Company LAPORTE INDUSTRIES LIMITED

Address PO Box 8

Kingsway

Luton Beds

Tel: Luton 21212

Contact Name PHILIP

Dept/Division

Title Manager, Group  
Computer Department

Date 22 May 78

Interview No. 139

Reference

Q.1. Does your company have its own in-house computers?

☒ Yes ☐ no → Please go to Q.3

Manufacturer	ICL
Model	19027
Quantity	one

Manufacturer	
Model	
Quantity	

Manufacturer	
Model	
Quantity	

Manufacturer	
Model	
Quantity	

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ Yes ☐ no → Please go to Q.3

Type of Terminal used	TELETYPE (30 cps)
Quantity	6

Type of Terminal used	ICL 7502 video
Quantity	13

Type of Terminal used	TTY VIDEO
Quantity	3

Type of Terminal used	LOGABAX Lx180
Quantity	2

Q.3. Do you use external bureau services?

☒ Yes ☐ no → Please go to Q.6

a) They are used for

☒ Batch Computing → see (b)☐ Remote Batch Computing → see (c)☒ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

<input type="checkbox"/> BOC Datasolve	for ___% of the company's total outside work
<input checked="" type="checkbox"/> BARIC	for ___% of the company's total outside work
<input type="checkbox"/> CMG	for ___% of the company's total outside work
<input type="checkbox"/> ADP/Management Dynamics	for ___% of the company's total outside work
<input type="checkbox"/> GEEST/Cambridge Comp. Service	for ___% of the company's total outside work
<input type="checkbox"/> COMPUTEL	for ___% of the company's total outside work
<input checked="" type="checkbox"/> COMPOWER	for ___% of the company's total outside work
<input type="checkbox"/> IBM	for ___% of the company's total outside work
<input type="checkbox"/> CDC	for ___% of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for ___% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centraire	<input type="checkbox"/> U.C.C.
	<input type="checkbox"/> S.I.A.
	<input type="checkbox"/> U.C.S.L.
	<input type="checkbox"/> I.B.M.
	<input type="checkbox"/> COMPOWER
	<input type="checkbox"/> COMPUTEL
	<input type="checkbox"/> SCICON
	<input type="checkbox"/> CDC
	<input type="checkbox"/> LOWNDES-AJAX
	<input type="checkbox"/> OTHER (Specify)

d) We use the following bureaux for Interactive Time Sharing Services:

<input checked="" type="checkbox"/> Honeywell I.S.	for 45% of the company's total outside work
<input checked="" type="checkbox"/> ADP/TSL	for 45% of the company's total outside work
<input type="checkbox"/> COMSHARE	for ___% of the company's total outside work
<input type="checkbox"/> IBM	for ___% of the company's total outside work
<input type="checkbox"/> CRC	for ___% of the company's total outside work
<input type="checkbox"/> ATKINS	for ___% of the company's total outside work
<input type="checkbox"/> CDC	for ___% of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for ___% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

<input type="checkbox"/> < £1000	<input type="checkbox"/> ≥ £12,000 < £25,000
<input type="checkbox"/> ≥ £1000 < £5,000	<input checked="" type="checkbox"/> ≥ £25,000
<input type="checkbox"/> ≥ £5,000 < £12,000	

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

<input checked="" type="radio"/> Batch Computing	___% per annum growth/decline	delete as appropriate
<input checked="" type="radio"/> Remote Computing	___% per annum growth/decline	
<input checked="" type="radio"/> Interactive timesharing	10% p.a. growth/decline	

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☐      ☐      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory      ☐      ☐      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales      ☐      ☐      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel      ☐      ☐      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll      ☐      ☐      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning      ☐      ☐      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☐ yes ☐ no

Morganite Modmor Ltd  
Battersea  
London S.W.11

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

**INPUT**

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6286

### 2.1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q. 3

	_____	<b>Manufacturer _____</b>
	_____	<b>Model _____</b>
	_____	<b>Quantity _____</b>

Manufacturer	Manufacturer
Model	Model
Quantity	Quantity

**Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?**

☐ yes ☐ no  $\longrightarrow$  Please go to Q. 3

Type of Terminal used	Type of Terminal used
Quantity	Quantity
Type of Terminal used	Type of Terminal used
Quantity	Quantity

**Q.3. Do you use external bureaux services?**

☐ yes ☒ no → Please go to Q. 6

a) They are used for

<input type="checkbox"/>	Batch Computing	→ see (b)
<input type="checkbox"/>	Remote Batch Computing	→ see (c)
<input type="checkbox"/>	Interactive Time-sharing	→ see (d)

b) We use the following bureaux for Batch Services:

<input type="checkbox"/> BOC Database	for ____% of the company's total outside work
<input type="checkbox"/> BARIC	for ____% of the company's total outside work
<input type="checkbox"/> CMG	for ____% of the company's total outside work
<input type="checkbox"/> ADP/Management Dynamics	for ____% of the company's total outside work
<input type="checkbox"/> GEEST/Cambridge Comp. Service	for ____% of the company's total outside work
<input type="checkbox"/> COMPUTEL	for ____% of the company's total outside work
<input type="checkbox"/> COMPOWER	for ____% of the company's total outside work
<input type="checkbox"/> IBM	for ____% of the company's total outside work
<input type="checkbox"/> CDC	for ____% of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for ____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

[illegible]

d) We use the following bureaux for Interactive Time Sharing Services:

[illegible]

**Q.4. Please check your total Annual expenditures on the above services in the following ranges:**

<input checked="" type="checkbox"/> $< \text{£}1000$	<input type="checkbox"/> $\geq \text{£}12,000 < \text{£}25,000$
<input type="checkbox"/> $\geq \text{£}1000 < \text{£}5,000$	<input type="checkbox"/> $\geq \text{£}25,000$
<input type="checkbox"/> $\geq \text{£}5,000 < \text{£}12,000$	

**Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?**

- Batch Computing \_\_\_\_\_ % per annum growth/decline
- Remote Computing \_\_\_\_\_ % per annum growth/decline
- Interactive timesharing \_\_\_\_\_ % p.a. growth/decline

} delete as appropriate

NIL STASH



15-6 10-3

Norbrac Carbon Ltd  
Lancing  
Sussex

SIC 271

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☐      ☐      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory      ☒      ☒      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales      ☒      ☒      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel      ☐      ☐      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll      ☒      ☒      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning      ☒      ☒      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

## TIMES TOP 1000 COMPANIES

Company NOBAC CARSON LIMITED  
 Address THORNTON ROAD  
KINGSTON  
W. SUSSEX  
 Tel: 03271  
 Contact Name MR J. MARTIN  
 Dept/Division ACCOUNTS

Date 15.11.85  
 Interview No. 118-350  
 Reference \_\_\_\_\_

Title MANAGEMENT ACCOUNTANT

Q.1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q.3

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q.3

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q.6

a) They are used for  
☐ Batch Computing → see (b)  
☒ Remote Batch Computing → see (c)  
☒ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datastore  
☐ BARIC  
☐ CMG  
☐ ADM/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

INPUT

INF

c) We use the following bureaux for Remote Batch Services

Controlite  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☒ OTHER (Specify) Private code

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.  
☐ ADP  
☒ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ ≥ £1000 < £5,000  
☐ ≥ £5,000 < £12,000  
☐ ≥ £12,000 < £26,000  
☒ ≥ £26,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

● Batch Computing \_\_\_\_\_% per annum growth/decline  
 ● Remote Computing 10% per annum growth/decline  
 ● Interactive timesharing 10% p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☒ Engineering/Scientific ☐ ☒ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory ☒ ☐ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales ☒ ☐ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel ☐ ☐ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll ☒ ☐ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning ☐ ☒ ☐

Typical Applications include: Cash Flow Forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

## A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

Mr. T. Franks  
Planning Manager  
Sterling-Winthrop Group Ltd  
Inbercourt Trading Estate  
Orchard Lane  
E. Molesey  
Surrey

# INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL. 01-438 6288





90 271

7678

Q.6. Finally, please check those applications which your company presently uses or will use in the future.

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input type="checkbox"/> Production/Inventory	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input type="checkbox"/> Marketing/Sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	--------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input type="checkbox"/> Personnel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---------------------------------------	--------------------------	--------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input type="checkbox"/> Financial Analysis and Planning	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	--------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ Yes ☐ No

Mr. P. Blythen  
Company Secretary  
Tenants Consolidated  
69 Grosvenor Street  
London W.1.X

## A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

# INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

## TIMES TOP 1000 COMPANIES

Company ARMES (ARMES - Collection) LTD  
 Address 99 Grosvenor St  
London W1

Tel: 01 493 5451

Contact Name \_\_\_\_\_

Dept/Division \_\_\_\_\_

Title \_\_\_\_\_

Q.1. Does your company have its own in-house computers?

☒ Yes ☐ no → Please go to Q.3

Manufacturer DATA AB  
 Model B 15  
 Quantity 1

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ Yes ☒ no → Please go to Q.3

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.3. Do you use external bureaux services?

☒ Yes ☐ no → Please go to Q.6

a) They are used for

☒ Batch Computing → see (b)  
☐ Remote Batch Computing → see (c)  
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☒ OTHER (Specify) ACT

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

c) We use the following bureaux for Remote Batch Services:

Centrifile  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☒ < £1000  
☐ ≥ £1000 < £5,000  
☐ ≥ £5,000 < £12,000  
☐ ≥ £12,000 < £25,000  
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

● Batch Computing Q % per annum growth/decline  
 ● Remote Computing Q % per annum growth/decline  
 ● Interactive timesharing Q % p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☒      ☐      ☒

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory      ☒      ☒      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales      ☒      ☒      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel      ☒      ☒      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll      ☒      ☒      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning      ☒      ☒      ☐

Typical Applications include: Cash Flow Forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ Yes      ☐ No

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

Mr. G. Partridge  
Head Management Services Cp.  
Procter & Gamble  
Headley House  
Gosforth  
Northumberland

**INPUT**

600 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

# TIMES TOP 1000 COMPANIES

Company PROCTER & GAMBLE LTD  
Address ST NICHOLAS AVENUE  
GOSFORTH

Tel: 0632-85714

Contact Name MRC PARTRIDGE

Dept/Division MANAGEMENT SYSTEMS

Title MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer IBM  
Model 370/148  
Quantity ONE

Manufacturer \_\_\_\_\_  
Model \_\_\_\_\_  
Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☒ no ☐ Please go to Q.3

Type of Terminal used DATA 100 RBT  
Quantity 8  
Type of Terminal used \_\_\_\_\_  
Quantity \_\_\_\_\_

Q.3. Do you use external bureau services?

☒ yes ☐ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)  
☐ Remote Batch Computing ☐ see (c)  
☒ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_ % of the company's total outside work  
for \_\_\_\_\_ % of the company's total outside work  
for \_\_\_\_\_ % of the company's total outside work  
for \_\_\_\_\_ % of the company's total outside work  
for \_\_\_\_\_ % of the company's total outside work  
for \_\_\_\_\_ % of the company's total outside work  
for \_\_\_\_\_ % of the company's total outside work  
for \_\_\_\_\_ % of the company's total outside work

INPUT

INPUT

c) We use the following bureaux for Remote Batch Services:

Cantrille  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

d) We use the following bureaux for Interactive Time Sharing Services:

☒ Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☒ ATKINS  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_ % of the company's total outside work  
for \_\_\_\_\_ % of the company's total outside work  
for \_\_\_\_\_ % of the company's total outside work  
for \_\_\_\_\_ % of the company's total outside work  
for \_\_\_\_\_ % of the company's total outside work  
for \_\_\_\_\_ % of the company's total outside work  
for \_\_\_\_\_ % of the company's total outside work  
for \_\_\_\_\_ % of the company's total outside work  
for \_\_\_\_\_ % of the company's total outside work  
for \_\_\_\_\_ % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ ≥ £1000 < £5,000  
☐ ≥ £5,000 < £12,000  
☐ ≥ £12,000 < £25,000  
☒ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

● Batch Computing 10 % per annum growth/decline  
● Remote Computing 15 % per annum growth/decline  
● Interactive timesharing 5 % p.a. growth/decline  
delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input checked="" type="checkbox"/> Production/Inventory	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input checked="" type="checkbox"/> Marketing/Sales	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input checked="" type="checkbox"/> Personnel	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input type="checkbox"/> General Accounting/Payroll	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input checked="" type="checkbox"/> Financial Analysis and Planning	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

Mr. R. Crayford  
Computer Operations Manager  
Kimberley-Clark  
Larkfield  
Nr. Maidstone  
Kent

## A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

# INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288



# TIMES TOP 1000 COMPANIES

Company KIMBERLY-CLARK  
 Address LARKFIELD  
NR MIDDLESBROUGH  
Y47 1 1700  
 Tel: 01472 77700  
 Contact Name R. CRATFORD  
 Dept/Division INFORMATION SERVICES

Date 14/12  
 Interview No. 1472  
 Reference

Title \_\_\_\_\_

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer IBM  
 Model 360/40  
 Quantity 1

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no → Please go to Q.3

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.3. Do you use external bureau services?

☐ yes ☒ no → Please go to Q.6

a) They are used for  
☐ Batch Computing → see (b)  
☐ Remote Batch Computing → see (c)  
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Database for \_\_\_\_\_% of the company's total outside work  
☐ BANC for \_\_\_\_\_% of the company's total outside work  
☐ CMG for \_\_\_\_\_% of the company's total outside work  
☐ ADP/Management Dynamics for \_\_\_\_\_% of the company's total outside work  
☐ GEEST/Cambridge Comp. Service for \_\_\_\_\_% of the company's total outside work  
☐ COMPUTEL for \_\_\_\_\_% of the company's total outside work  
☐ COMPOWER for \_\_\_\_\_% of the company's total outside work  
☐ IBM for \_\_\_\_\_% of the company's total outside work  
☐ CDC for \_\_\_\_\_% of the company's total outside work  
☐ OTHER (Specify) \_\_\_\_\_ for \_\_\_\_\_% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrifile  
☐ U.C.C. for \_\_\_\_\_% of the company's total outside work  
☐ S.I.A. for \_\_\_\_\_% of the company's total outside work  
☐ U.C.S.L. for \_\_\_\_\_% of the company's total outside work  
☐ I.B.M. for \_\_\_\_\_% of the company's total outside work  
☐ COMPOWER for \_\_\_\_\_% of the company's total outside work  
☐ COMPUTEL for \_\_\_\_\_% of the company's total outside work  
☐ SCICON for \_\_\_\_\_% of the company's total outside work  
☐ CDC for \_\_\_\_\_% of the company's total outside work  
☐ LOWNDES-AJAX for \_\_\_\_\_% of the company's total outside work  
☐ OTHER (Specify) \_\_\_\_\_ for \_\_\_\_\_% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.  
☐ ADP for \_\_\_\_\_% of the company's total outside work  
☐ COMSHARE for \_\_\_\_\_% of the company's total outside work  
☐ IBM for \_\_\_\_\_% of the company's total outside work  
☐ CRC for \_\_\_\_\_% of the company's total outside work  
☐ ATKINS for \_\_\_\_\_% of the company's total outside work  
☐ CDC for \_\_\_\_\_% of the company's total outside work  
☐ OTHER (Specify) \_\_\_\_\_ for \_\_\_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ ≥ £1000 < £5,000  
☐ ≥ £5,000 < £12,000  
☐ ≥ £12,000 < £26,000  
☐ ≥ £26,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_\_\_% per annum growth/decline  
☐ Remote Computing \_\_\_\_\_% per annum growth/decline  
☐ Interactive timesharing \_\_\_\_\_% p.a. growth/decline  
 delete as appropriate

INPUT

INPUT

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☐      ☐      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory      ☒      ☒      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales      ☒      ☒      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel      ☒      ☒      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll      ☒      ☐      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning      ☒      ☒      ☐

Typical Applications include: Cash Flow Forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ Yes      ☐ No

Mr. R.M. Daw  
Director  
Ozolid Systems Services  
Langston Road  
Lough ton  
Essex

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

**INPUT**

500 CHESTHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

## TIMES TOP 1000 COMPANIES

Company OZALID (UK) LIMITED  
 Address LANGSTON ROAD  
LOUGHTON ESSEX  
 Tel: 01 508 5544  
 Contact Name Mr. R.H. Dorr  
 BAPC/Division Computer

Title \_\_\_\_\_

Q.1. Does your company have its own in-house computers?

☒ Yes ☐ no ☐ Please go to Q.3

Manufacturer Honeywell  
 Model H2060  
 Quantity One

Manufacturer Honeywell  
 Model H2040  
 Quantity One

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ Yes ☐ no ☐ Please go to Q.3

Type of Terminal used REMOTE BATCH ENTRY  
 Quantity one  
 Type of Terminal used HONEYWELL 716  
 Quantity \_\_\_\_\_

Q.3. Do you use external bureaux services?

☐ Yes ☒ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)  
☐ Remote Batch Computing ☐ see (c)  
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrifile  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000  
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000  
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_\_\_% per annum growth/decline  
☐ Remote Computing \_\_\_\_\_% per annum growth/decline  
☐ Interactive timesharing \_\_\_\_\_% p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☐      ☐      ☐  
 Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory      ☒      ☒      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales      ☐      ☐      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel      ☐      ☐      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll      ☒      ☒      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analyst and Planning      ☐      ☒      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ Yes      ☐ No

Mr. G. G. Byng  
 Crp. Chief Accountant  
 John Folkes Hero Ltd  
 80 Dudley Road  
 Stourbridge  
 W. Midlands

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

**INPUT**

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
 TEL: 01-439 6288

## TIMES TOP 1000 COMPANIES

Company JOHN FOLKES HEFO LTD  
 Address 60 DIOLEY ROAD  
STOURBRIDGE  
WEST MIDLANDS DY98EL  
 Tel: LYE 4316  
 Contact Name G G BYNG F.C.A.  
 Dept/Division HEAD OFFICE

Title GROUP CHIEF  
ACCOUNTANT

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer BURROUGHS MACHINES  
 Model B730  
 Quantity ONE

Manufacturer HEWLETT PACKARD  
 Model 9830 A  
 Quantity ONE

Manufacturer BURROUGHS MACHINES  
 Model B80  
 Quantity ONE

Manufacturer BURROUGHS MACHINES  
 Model ALSTOCKAT  
 Quantity ONE

\* THIS HAS BEEN PACKAGED BY OUTSOURCES FOR A UNIQUE OPERATION.

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no → Please go to Q.3

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_  
 Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_  
 Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q.6

a) They are used for

☒ Batch Computing → see (b)  
☐ Remote Batch Computing → see (c)  
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve  
☒ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify) Staveland C.S.

for \_\_\_\_\_% of the company's total outside work  
 for 80% of the company's total outside work (for one subsidiary  
 (contract work))  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

c) We use the following bureaux for Remote Batch Services:

Centrifile  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify)

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify)

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ ≥ £1000 < £5,000  
☒ ≥ £5,000 < £12,000

IN RESPECT OF  
 (3b)

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

- Batch Computing 5% per annum growth/decline
- Remote Computing \_\_\_\_\_% per annum growth/decline
- Interactive timesharing \_\_\_\_\_% p.a. growth/decline

delete as appropriate



Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☐      ☐      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory      ☒      ☒      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales      ☐      ☐      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel      ☒      ☐      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll      ☒      ☒      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning      ☒      ☐      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes      ☐ no

Mr. F. W. Taperell  
Wilmot-Breedon  
Amlington Road  
Birmingham B25 8EW

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

## TIMES TOP 1000 COMPANIES

Company WILCOX BREEDEN LTD  
 Address HYUNDAW RD  
LYSELEY  
BIRMINGHAM  
 Tel: 021 706 3344  
 Contact Name FIONA PERRELL  
 Dept/Division TECHNICALS

THE MANAGEMENT  
 SERVICES HANDBOOK

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer IBM  
 Model 1902A  
 Quantity 1

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q.3

Type of Terminal used VDU  
 Quantity 4 LOCAL 1 REMOTE

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.3. Do you use external bureaux services?

☐ yes ☒ no → Please go to Q.6

a) They are used for

☐ Batch Computing → see (b)  
☐ Remote Batch Computing → see (c)  
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Database for \_\_\_\_\_% of the company's total outside work  
☐ BARIC for \_\_\_\_\_% of the company's total outside work  
☐ CMG for \_\_\_\_\_% of the company's total outside work  
☐ ADP/Management Dynamics for \_\_\_\_\_% of the company's total outside work  
☐ GEC/Cambridge Comp. Service for \_\_\_\_\_% of the company's total outside work  
☐ COMPUTEL for \_\_\_\_\_% of the company's total outside work  
☐ COMPOWER for \_\_\_\_\_% of the company's total outside work  
☐ IBM for \_\_\_\_\_% of the company's total outside work  
☐ CDC for \_\_\_\_\_% of the company's total outside work  
☐ OTHER (Specify) \_\_\_\_\_ for \_\_\_\_\_% of the company's total outside work

c) We use the following bureaux for Remote Batch Services:

Centrifile  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNOES AJAX  
☐ OTHER (Specify) \_\_\_\_\_

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000  
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000  
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_\_\_% per annum growth/decline  
☐ Remote Computing \_\_\_\_\_% per annum growth/decline  
☐ Interactive timesharing \_\_\_\_\_% p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input type="checkbox"/> Production/Inventory	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input type="checkbox"/> Marketing/Sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	--------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input type="checkbox"/> Personnel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---------------------------------------	--------------------------	--------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input type="checkbox"/> General Accounting/Payroll	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input type="checkbox"/> Financial Analysis and Planning	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	--------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

A SURVEY OF THE

## TIMES TOP 1000 COMPANIES

90 51132  
Copeland & Jenkins Ltd  
Wellingborough,  
Northants

# INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

## TIMES TOP 1000 COMPANIES

Company (SHEPHERD) & JENKINS LTD  
 Address PRINCESTON ROAD  
WALSINGHAM, NORTH A.  
WALSINGHAM, NORTH A.

Tel: 767111  
 Contact Name D. PARSONS  
 Dept/Division \_\_\_\_\_

Title ACCOUNTANT

Q.1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q.3

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q.3

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.3. Do you use external bureau services?

☐ yes ☒ no → Please go to Q.8

a) They are used for

☐ Batch Computing → see (b)  
☐ Remote Batch Computing → see (c)  
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datastore  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

c) We use the following bureaux for Remote Batch Services:

Centrifile  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ ≥ £1000 < £5,000  
☐ ≥ £5,000 < £12,000  
☐ ≥ £12,000 < £26,000  
☐ ≥ £26,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_\_\_% per annum growth/decline  
☐ Remote Computing \_\_\_\_\_% per annum growth/decline  
☐ Interactive timesharing \_\_\_\_\_% p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☒      ☐      ☒

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory      ☒      ☒      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales      ☒      ☒      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel      ☒      ☐      ☒

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll      ☒      ☒      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning      ☒      ☒      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ Yes      ☐ No

**INPUT**

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

A SURVEY OF THE

**TIMES TOP 1000 COMPANIES**

Mr. D.J. McNeely  
DP Manager  
Dunford & Elliott  
East Hecla Works  
Vulcan Road  
Sheffield S9 1TZ

MC 311

74



## TIMES TOP 1000 COMPANIES

Company DUNFORD HANDELS  
 Address 5851 HECLE WORKS,  
WILSON RD,  
SARASOTA 34132

Tel: 888-001  
 Contact Name D. J. HENNELLY  
 Dept./Division HANDELS SERVICES

Title OPERATIONS MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer HONEYWELL  
 Model 2060  
 Quantity 1

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q.3

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_  
 Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.3. Do you use external bureau services?

☒ yes ☐ no → Please go to Q.8

a) They are used for

☐ Batch Computing → see (b)  
☒ Remote Batch Computing → see (c)  
☒ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve  
☐ BATIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centelle

☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES AJAX  
☒ OTHER (Specify) \_\_\_\_\_

→ GCS OF PECKERTON (HONEYWELL 66)

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CDC  
☐ ATKINS  
☐ CDC  
☒ OTHER (Specify) \_\_\_\_\_

→ GCS OF PECKERTON (HONEYWELL 66)

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☒ ≥ £1000 < £5,000  
☐ ≥ £5,000 < £12,000  
☐ ≥ £12,000 < £25,000  
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

- Batch-Computing → 10% per annum growth/decline
- Remote Computing → 10% per annum growth/decline
- Interactive timesharing → 10% p.a. growth/decline

delete as  
appropriate



# TIMES TOP 1000 COMPANIES

Company F.H. L.L.M. & Co. LIMITED  
 Address P.O. Box No. 5  
JAMES BRUNN STEELWORKS  
WARRINGTON, WARRINGTON, WARRINGTON  
MANCHESTER, MANCHESTER, MANCHESTER

Tel: 021-526-8121

Contact Name B. CHALLINER

Dept/Division MANAGEMENT SERVICES

Title A.P. MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer I.B.M.  
 Model 360/25  
 Quantity 1

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q.3

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q.8

a) They are used for

☐ Batch Computing ☐ see (b)  
☐ Remote Batch Computing ☐ see (c)  
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasave  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
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 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

c) We use the following bureaux for Remote Batch Services:

Centrifile  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
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 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
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 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000  
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000  
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_\_\_% per annum growth/decline  
☐ Remote Computing \_\_\_\_\_% per annum growth/decline  
☐ Interactive timesharing \_\_\_\_\_% p.a. growth/decline  
 delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☐      ☐      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory      ☒      ☒      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales      ☒      ☐      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel      ☒      ☐      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll      ☒      ☐      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning      ☒      ☒      ☐

Typical Applications include: Cash Flow Forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

I-277  
Patent Shaft Steel Works Ltd.  
PO Box 9  
Wednesbury  
W. Midlands, WS10 7LF

**INPUT**

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL. 01-439 6288

## TIMES TOP 1000 COMPANIES

Company THE STEEL WORKS LTD.Address P.O. BOX 129WIDENESSWEST MIDLANDSW10 1LFTel: 021-551-0511Contact Name G. P. GILSON

Dept/Division \_\_\_\_\_

Title COMPUTER MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer <u>DEC.</u>	Quantity <u>1</u>
Model <u>POP 1100</u>	Quantity <u>2</u>

Manufacturer _____	Quantity _____
Model _____	Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q.3

Type of Terminal used _____	Quantity _____
Type of Terminal used _____	Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q.6

a) They are used for

<input type="checkbox"/> Batch Computing	see (b)
<input type="checkbox"/> Remote Batch Computing	see (c)
<input type="checkbox"/> Interactive Time-sharing	see (d)

b) We use the following bureaux for Batch Services:

<input type="checkbox"/> BOC Datacube	for _____% of the company's total outside work
<input type="checkbox"/> BARIC	for _____% of the company's total outside work
<input type="checkbox"/> CMG	for _____% of the company's total outside work
<input type="checkbox"/> ADP/Management Dynamics	for _____% of the company's total outside work
<input type="checkbox"/> GREST/Cambridge Comp. Service	for _____% of the company's total outside work
<input type="checkbox"/> COMPUTEL	for _____% of the company's total outside work
<input type="checkbox"/> COMPOWER	for _____% of the company's total outside work
<input type="checkbox"/> IBM	for _____% of the company's total outside work
<input type="checkbox"/> CDC	for _____% of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centelle	<input type="checkbox"/>
U.C.C.	<input type="checkbox"/>
S.I.A.	<input type="checkbox"/>
U.C.S.L.	<input type="checkbox"/>
I.B.M.	<input type="checkbox"/>
COMPOWER	<input type="checkbox"/>
COMPUTEL	<input type="checkbox"/>
SCICON	<input type="checkbox"/>
CDC	<input type="checkbox"/>
LOWNDES-AJAX	<input type="checkbox"/>
OTHER (Specify)	<input type="checkbox"/>

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.	<input type="checkbox"/>
ADP	<input type="checkbox"/>
COMSHARE	<input type="checkbox"/>
IBM	<input type="checkbox"/>
CRC	<input type="checkbox"/>
ATKINS	<input type="checkbox"/>
CDC	<input type="checkbox"/>
OTHER (Specify)	<input type="checkbox"/>

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

<input type="checkbox"/> < £1000	<input type="checkbox"/> ≥ £12,000 < £25,000
<input type="checkbox"/> ≥ £1000 < £5,000	<input type="checkbox"/> ≥ £25,000
<input type="checkbox"/> ≥ £5,000 < £12,000	

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

<input type="checkbox"/> Batch Computing	_____ % per annum growth/decline	delete as appropriate
<input type="checkbox"/> Remote Computing	_____ % per annum growth/decline	
<input type="checkbox"/> Interactive timesharing	_____ % p.a. growth/decline	



Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☒ Engineering/Scientific ☒ *Research about sales* ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales ☒ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel ☐ ☒ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll ☒ *Personnel* ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the data provided by companies in your category will be shortly available. May we send it to you?

☒ yes ☐ no

Mr. J.F. Rothwell  
DP Manager  
Alcoa Manufacturing (GB) Ltd  
Wainwright Works  
P.O. Box 68  
Swansea  
W. Glamorgan

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

# TIMES TOP 1000 COMPANIES

Company ALCA MANUFACTURING (GB) LTD.  
 Address WATFORD RD WATFORD  
BD13 3JF  
ENGLAND

Tel: 0472-873301  
 Contact Name J.F. ROTHWELL  
 Dept/Division DATA PROCESSING

Title D.P. ANALYST

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer ICL  
 Model 1902T  
 Quantity 1

Manufacturer ICL  
 Model 1901T  
 Quantity 1

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no → Please go to Q.3

Type of Terminal used 147503  
 Quantity 2  
 Type of Terminal used 147502  
 Quantity 4

Type of Terminal used 147501  
 Quantity 1  
 Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.3. Do you use external bureaux services?

☐ yes ☒ no → Please go to Q.6

a) They are used for

☐ Batch Computing → see (b)  
☐ Remote Batch Computing → see (c)  
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datastore  
☐ BANC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

c) We use the following bureaux for Remote Batch Services:

Centralec  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SUCON  
☐ CDC  
☐ LOWINDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ ≥ £1000 < £5,000  
☐ ≥ £5,000 < £12,000  
☐ ≥ £12,000 < £25,000  
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_\_\_% per annum growth/decline  
☐ Remote Computing \_\_\_\_\_% per annum growth/decline  
☐ Interactive timesharing \_\_\_\_\_% p.a. growth/decline

delete as appropriate

INPUT

INP

Q 6 Finally, please check those applications which your company presently uses or will use in the future.

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☒ Engineering/Scientific ☒ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory ☒ ☐ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales ☐ ☒ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel ☐ ☒ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll ☒ ☐ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning ☒ ☐ ☐

Typical Applications include: Cash Flow Forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

**INPUT**

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

A SURVEY OF THE

**TIMES TOP 1000 COMPANIES**

Mr. P. Wells  
DP Manager  
Baker Perkins Holdings Ltd  
Westwood Works  
Westfield Road  
Peterborough PE3 6TA

COMPUTED OPERATIONS MANAGEMENT

SIC 33

I

## TIMES TOP 1000 COMPANIES

Company DAKER PERKINS LTD  
 Address 100 STIMWOOD WORKS  
REICHERTS RD  
REICHERTS ROAD  
 Tel: 0133 262000  
 Contact Name V. WELLS  
 Dept/Division COMPUTER

Title COMPUTER OPERATIONS  
MANAGER

Q.1. Does your company have its own in-house computers?

☐ yes ☐ no → Please go to Q.3

Manufacturer IBM  
 Model 370/145  
 Quantity 1

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no → Please go to Q.3

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.3. Do you use external bureau services?

☐ yes ☒ no → Please go to Q.6

a) They are used for

☐ Batch Computing → see (b)  
☐ Remote Batch Computing → see (c)  
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datastore  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrifile  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ ≥ £1000 < £5,000  
☐ ≥ £5,000 < £12,000  
☐ ≥ £12,000 < £25,000  
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_\_\_% per annum growth/decline  
☐ Remote Computing \_\_\_\_\_% per annum growth/decline  
☐ Interactive time-sharing \_\_\_\_\_% p.a. growth/decline

delete as appropriate

Q 6 Finally, please check those applications which your company presently uses or will use in the future.

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input type="checkbox"/> Production/Inventory	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input type="checkbox"/> Marketing/Sales	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input type="checkbox"/> Personnel	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---------------------------------------	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input type="checkbox"/> Financial Analysis and Planning	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

## A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

Mr. M.J. Martin  
DP Manager  
Drake & Scull Engineering  
68 St. Ann Street  
Salisbury  
Wiltshire

# INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288



## TIMES TOP 1000 COMPANIES

Company DAKES & SULLIVAN, INC.  
 Address 68 ST ANN STREET  
MALDEN, MA 02148  
 Tel: (617) 251-1111  
 Contact Name MR J. M. ARSINO  
 Dept/Division CONTRACT DEPARTMENT

Date 1/14/88  
 Interview No. 1488  
 Reference           

Title MR R. ARSINO

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no  $\rightarrow$  Please go to Q.3

Manufacturer UNIVAC  
 Model 9030  
 Quantity 1

Manufacturer             
 Model             
 Quantity           

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no  $\rightarrow$  Please go to Q.3

Type of Terminal used             
 Quantity           

Type of Terminal used             
 Quantity           

Q.3. Do you use external bureau services?

☒ yes ☐ no  $\rightarrow$  Please go to Q.6

a) They are used for

☒ Batch Computing  $\rightarrow$  see (b)  
☐ Remote Batch Computing  $\rightarrow$  see (c)  
☐ Interactive Time-sharing  $\rightarrow$  see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datacube  
☒ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☒ OTHER (Specify) NDPS PERFORMANCE

for 50% of the company's total outside work  
 for 50% of the company's total outside work  
 for 50% of the company's total outside work  
 for 50% of the company's total outside work  
 for 50% of the company's total outside work  
 for 50% of the company's total outside work  
 for 50% of the company's total outside work  
 for 50% of the company's total outside work

c) We use the following bureaux for Remote Batch Services:

Centrille  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify)           

for           % of the company's total outside work  
 for           % of the company's total outside work  
 for           % of the company's total outside work  
 for           % of the company's total outside work  
 for           % of the company's total outside work  
 for           % of the company's total outside work  
 for           % of the company's total outside work  
 for           % of the company's total outside work  
 for           % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify)           

for           % of the company's total outside work  
 for           % of the company's total outside work  
 for           % of the company's total outside work  
 for           % of the company's total outside work  
 for           % of the company's total outside work  
 for           % of the company's total outside work  
 for           % of the company's total outside work  
 for           % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐  $\geq$  £1000 < £5,000  
☐  $\geq$  £5,000 < £12,000  
☐  $\geq$  £12,000 < £25,000  
☒  $\geq$  £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☒ Batch Computing 20% per annum growth/decline  
☐ Remote Computing 0% per annum growth/decline  
☐ Interactive timesharing 0% p.a. growth/decline  
 delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☒ Engineering/Scientific      ☒      ☒      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory      ☒      ☒      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales      ☒      ☒      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel      ☒      ☒      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll      ☒      ☒      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning      ☒      ☒      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes      ☐ no

## A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

## INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6286

Mr. J.D. Salmon  
DP Manager  
Head Wrightson & Co.  
The Friarage  
Yarm  
Cleveland TS15 9DA

SLC 33-24

## TIMES TOP 1000 COMPANIES

Company Head Wrightson & Co Ltd  
 Address The Friarage  
Yarm  
Cleveland TS15 9DA  
 Tel: (0642) 781010  
 Contact Name Mr P Gault  
 Dept/Division Group Computer Director  
(Computer Dept)

Title Group Computer Director

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer I.C.L.  
 Model 1902S/1901TP  
 Quantity One

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used V.D.U. Printer  
 Quantity 5

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.3. Do you use external bureau services?

☒ yes ☐ no ☐ Please go to Q.6

a) They are used for

☒ Batch Computing ☐ see (b)  
☐ Remote Batch Computing ☐ see (c)  
☒ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datastore  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☒ OTHER (Specify) Systemsshare  
CECB UKAEA

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

Date 20 March 1978  
 Interview No. 1H3  
 Reference \_\_\_\_\_

c) We use the following bureaux for Remote Batch Services:

Centelle  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☒ ATKINS  
☐ CDC  
☒ OTHER (Specify) Small/Various

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ ≥ £1000 < £5,000  
☒ ≥ £5,000 < £12,000  
☐ ≥ £12,000 < £25,000  
☒ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

● Batch Computing 15% per annum growth/decline  
 ● Remote Computing 40% per annum growth/decline  
 ● Interactive timesharing 15% p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) <input checked="" type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input checked="" type="checkbox"/> Production/Inventory	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input checked="" type="checkbox"/> Marketing/Sales	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input checked="" type="checkbox"/> Personnel	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input checked="" type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input checked="" type="checkbox"/> Financial Analysis and Planning	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

Mr. C. Braines  
Ops Manager  
Humphreys & Glasgow  
22 Carlisle Place  
London SW1P 1JA

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

**INPUT**

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

## TIMES TOP 1000 COMPANIES

Company HUMPHREYS & GLASSGOW LTD.  
 Address 22 CHARLISSE PLACE,  
LONDON  
SW1 4PLA

Tel: 01 828 1934Contact Name C.M. BRINESDept/Division COMPUTER SERVICESTitle OPS. MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer IBM  
 Model 370/138  
 Quantity ONE

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used 3270  
 Quantity TWENTY  
 Type of Terminal used DECWATER II  
 Quantity FOUR

Q.3. Do you use external bureau services?

☒ yes ☐ no ☐ Please go to Q.6

a) They are used for

☒ Batch Computing ☐ see (b)  
☒ Remote Batch Computing ☐ see (c)  
☒ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datsolve  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☒ OTHER (Specify) S.I.A.

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for 50% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centelle

☐ U.C.C.  
☒ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for 5% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☒ Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☒ OTHER (Specify) S.I.A.

for 5% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for 40% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ ≥ £1000 < £5,000  
☐ ≥ £5,000 < £12,000  
☐ ≥ £12,000 < £25,000  
☒ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

- ☒ Batch Computing 10% per annum growth/decline  
☐ Remote Computing 15% per annum growth/decline  
☐ Interactive timesharing 100% p.a. growth/decline

delete as appropriate



Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific



Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory



Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales



Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel



Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll



Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning



Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?



Mr. J.P. Larvor  
Bus. Systems. Manager  
Ingersoll-Rand Holdings  
Southmoor Road  
Wythenshawe  
Manchester M23 9LH

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

**INPUT**

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

510 33-36

Tel: 061-998-7744  
Contact Name J. C. LARVER  
Dept/Division MANAGEMENT SERVICES

Title Business Systems Manager.

### 2.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q. 3

Manufacturer IBM  
Model 370/138  
Quantity 1

Manufacturer \_\_\_\_\_

Model \_\_\_\_\_

Quantity \_\_\_\_\_

Manufacturer \_\_\_\_\_  
Model \_\_\_\_\_  
Quantity \_\_\_\_\_

Manufacturer \_\_\_\_\_  
Model \_\_\_\_\_  
Quantity \_\_\_\_\_

**Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?**

☒ yes ☐ no Please go to Q. 3

Type of Terminal used	18A 3780
Quantity	
Type of Terminal used	
Quantity	

Type of Terminal used 184 3277  
Quantity 11  
Type of Terminal used \_\_\_\_\_  
Quantity \_\_\_\_\_

**Q.3. Do you use external bureaux services?**

☒ yes ☐ no → Please go to Q.6

a) They are used for

<input checked="" type="checkbox"/> Batch Computing	→ see (b)
<input type="checkbox"/> Remote Batch Computing	→ see (c)
<input checked="" type="checkbox"/> Interactive Time-sharing	→ see (d)

b) We use the following bureaux for Batch Services:

<input type="checkbox"/> BOC Database	for ____% of the company's total outside work
<input type="checkbox"/> BARIC	for ____% of the company's total outside work
<input type="checkbox"/> CMG	for ____% of the company's total outside work
<input type="checkbox"/> ADP/Management Dynamics	for ____% of the company's total outside work
<input type="checkbox"/> GEEST/Catbridge Comp. Service	for ____% of the company's total outside work
<input type="checkbox"/> COMPUTEL	for ____% of the company's total outside work
<input type="checkbox"/> COMPOWER	for ____% of the company's total outside work
<input checked="" type="checkbox"/> IBM	for <u>30.0</u> % of the company's total outside work
<input type="checkbox"/> CDC	for ____% of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for <u>7.0</u> % of the company's total outside work
<input type="checkbox"/> <i>Other</i>	

## INPUT

# INPI

e) We use the following bureaux for Remote Batch Services:

## Centrefile

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.C.C.	S.I.A.	U.C.S.L.	I.B.M.	COMPR	COMPR	SCICO	CDC	LOWNI	OTHER

1) We use the following bureaux for Interactive Time Sharing Services:

for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for 50% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for 50% of the company's total outside work

**Q.4. Please check your total Annual expenditures on the above services in the following ranges:**

☐ < £1000  
☐ ≥ £1000 < £5,000  
☐ ≥ £5,000 < £12,000  
☐ ≥ £12,000 < £25,000  
☒ ≥ £25,000

**2.6. What is the growth pattern that you foresee in the usage of each service category by your company?**

- Batch Computing 100% per annum growth/decline
- Remote Computing      % per annum growth/decline
- Interactive timesharing 10 % p.a. growth/decline

Q.6. Finally, please check those applications which your company presently uses or will use in the future.

APPLICATION  
USE NOW  
WILL USE MORE  
IN FUTURE  
WILL USE LESS  
IN FUTURE

a) ☒ Engineering/Scientific ☒ ☒ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory ☒ ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales ☒ ☒ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel ☒ ☒ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll ☒ ☒ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning ☒ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes ☐ no

Mr. W.C. Ratcliffe  
DP Manager  
Westinghouse Brake & Signal  
Chippenham  
Wiltshire

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

## TIMES TOP 1000 COMPANIES

Company WESTHOUSE BRACE & SENTER CO  
 Address FOUNDER LANE  
CHIPPENHAM

Tel: SNIP 4141Contact Name MR. PATRICKDept/Division DATA PROCESSING & SYSTEMS

This manual DATA  
 PROCEDURE SYSTEMS

Date 14/12  
 Interview No. 1412  
 Reference           

Q.1. Does your company have its own in-house computers?

☒ Yes ☐ No ☐ Please go to Q.3

Manufacturer ICL  
 Model 2960  
 Quantity 1

Manufacturer             
 Model             
 Quantity           

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ Yes ☐ No ☐ Please go to Q.3

Type of Terminal used 1502  
 Quantity 5  
 Type of Terminal used V.T.'s  
 Quantity 32

Q.3. Do you use external bureaux services?

☐ Yes ☒ No ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)  
☐ Remote Batch Computing ☐ see (c)  
☐ Interactive Time sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify)           

for            % of the company's total outside work  
 for            % of the company's total outside work  
 for            % of the company's total outside work  
 for            % of the company's total outside work  
 for            % of the company's total outside work  
 for            % of the company's total outside work  
 for            % of the company's total outside work  
 for            % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centelle

☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES AJAX  
☐ OTHER (Specify)           

for            % of the company's total outside work  
 for            % of the company's total outside work  
 for            % of the company's total outside work  
 for            % of the company's total outside work  
 for            % of the company's total outside work  
 for            % of the company's total outside work  
 for            % of the company's total outside work  
 for            % of the company's total outside work  
 for            % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.

☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify)           

for            % of the company's total outside work  
 for            % of the company's total outside work  
 for            % of the company's total outside work  
 for            % of the company's total outside work  
 for            % of the company's total outside work  
 for            % of the company's total outside work  
 for            % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ ≥ £1000 < £5,000  
☐ ≥ £5,000 < £12,000  
☐ ≥ £12,000 < £26,000  
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing            % per annum growth/decline  
☐ Remote Computing            % per annum growth/decline  
☐ Interactive timesharing            % p.a. growth/decline

delete as  
 appropriate

Q.6 Finally, please check those applications which your company presently uses or will use in the future.

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific ☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory ☒ ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales ☒ ☒ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel ☐ ☒ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll ☒ ☐ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning ☐ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes ☐ no

51C 331, 380

Mr. M. Winn  
DP Manager  
Howard Rot. Co. Ltd  
Saxham  
Bury St. Edmunds  
Suffolk

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

INPUT



## TIMES TOP 1000 COMPANIES

Company Hovins Potomac  
 Address 3701 138  
824 St Edwards  
SUBS

Title \_\_\_\_\_  
 Contact Name \_\_\_\_\_  
 Dept/Division \_\_\_\_\_

## Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer IBM  
 Model 370 138  
 Quantity 1

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

## Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no → Please go to Q.3

Type of Terminal used 327  
 Quantity 15  
 Type of Terminal used 3271  
 Quantity 3

## Q.3. Do you use external bureaux services?

☐ yes ☒ no → Please go to Q.6

a) They are used for

☐ Batch Computing → see (b)  
☐ Remote Batch Computing → see (c)  
☐ Interactive Time-sharing → see (d)

## b) We use the following bureaux for Batch Services:

☐ BOC Database  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

## c) We use the following bureaux for Remote Batch Services

Centrifile

☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

## d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.

☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

## Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ ≥ £1000 < £5,000  
☐ ≥ £5,000 < £12,000  
☐ ≥ £12,000 < £25,000  
☐ ≥ £25,000

## Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_\_\_% per annum growth/decline  
☐ Remote Computing \_\_\_\_\_% per annum growth/decline  
☐ Interactive timesharing \_\_\_\_\_% p.a. growth/decline

delete as appropriate

7369  
SIC 2831

Q.6: Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☐      ☐      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory      ☒      ☒      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales      ☒      ☒      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel      ☐      ☒      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll      ☒      ☐      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning      ☒      ☒      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ Yes      ☐ No

## A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

Mr. R. Ireland  
Finance Director  
Wolsey-Hughes  
18 Vinces Lane  
Droitwich  
Worcs. WR9 8ND

# INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL. 01-439 6208

INPUT

TIMES TOP 1000 COMPANIES

Company HOLSELEY HUGHES LTD  
Address VINES LANE  
BRATTON  
WOLVES

Tel: 04057 4356

Contact Name P. B. SUMER

Dept/Division LINK COMPUTER SERVICES LTD

Q.1. Does your company have its own in-house computers?  
☒ yes ☐ no  $\rightarrow$  Please go to Q.3

Manufacturer HONEYWELL  
Model 64120  
Quantity 2

Manufacturer \_\_\_\_\_  
Model \_\_\_\_\_  
Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no  $\rightarrow$  Please go to Q.3  
Type of Terminal used Barpex 2200  
Quantity 1  
Type of Terminal used \_\_\_\_\_  
Quantity \_\_\_\_\_

Q.3. Do you use external bureaux services?

☒ yes ☐ no  $\rightarrow$  Please go to Q.6  
a) They are used for

☐ Batch Computing  $\rightarrow$  see (b)  
☐ Remote Batch Computing  $\rightarrow$  see (c)  
☒ Interactive Time-sharing  $\rightarrow$  see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Dataflow  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centelle  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.  
☐ ADP  
☒ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☒ < £1000  
☐  $\geq$  £1000 < £5,000  
☐  $\geq$  £5,000 < £12,000  
☐  $\geq$  £12,000 < £25,000  
☐  $\geq$  £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_\_\_ % per annum growth/decline  
☐ Remote Computing \_\_\_\_\_ % per annum growth/decline  
☐ Interactive timesharing \_\_\_\_\_ % p.a. growth/decline

delete as appropriate

The Comshare application is a new one & fairly new.  
We do see an increase in company generally,  
with ultimate computing being the greater area of growth,  
methods will be benefited by our own resources benefits  
enhanced.

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

S/C 332, 339

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☐      ☐      ☒

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory      ☒      ☐      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales      ☒      ☐      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel      ☒      ☐      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll      ☒      ☐      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning      ☒      ☐      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ Yes      ☐ No

## A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

Mr. E.R. Jolly  
Computer Operations Manager  
Alfred Herbert  
Edgwick Works  
Coventry CV6 5GT

# INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL. 01-439 6266

## TIMES TOP 1000 COMPANIES

Company ALFRED HEDDER LTD  
 Address EDGEMOND WORKS  
POLESHILL  
COVENTRY

Tel: COVENTRY 88781  
 Contact Name E.C. JONES  
 Dept/Division COMPUTER SERVICES

Title \_\_\_\_\_

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer UNIVAC  
 Model 90/70  
 Quantity ONE

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no → Please go to Q.3

Type of Terminal used UNISCOPE 100  
 Quantity 34

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.3. Do you use external bureau services?

☐ yes ☒ no → Please go to Q.6

a) They are used for

☐ Batch Computing → see (b)  
☐ Remote Batch Computing → see (c)  
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datastore  
☐ BAHIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrifile

☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ ≥ £1000 < £5,000  
☐ ≥ £5,000 < £12,000  
☐ ≥ £12,000 < £25,000  
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

● Batch Computing \_\_\_\_\_% per annum growth/decline  
 ● Remote Computing \_\_\_\_\_% per annum growth/decline  
 ● Interactive timesharing \_\_\_\_\_% p.a. growth/decline

delete as appropriate



9C 333

0.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) <input type="checkbox"/> Engineering/Scientific	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input type="checkbox"/> Production/Inventory	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input type="checkbox"/> Marketing/Sales	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input type="checkbox"/> Personnel	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---------------------------------------	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input type="checkbox"/> Financial Analysis and Planning	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes ☐ no

## A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

Mr. P.G. Johnson  
Systems Programming Mgr.  
Serck Heat Transfer  
Warwick Road  
Birmingham B11 2QY

# INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

## TIMES TOP 1000 COMPANIES

Company SEELK MEET TRANSFER  
 Address 6 BRICK LANE  
BIRMINGHAM  
B11 2LT

Tel 021-722-4353  
 Contact Name P. G. JOHNSON  
 Dep/Division MANAGEMENT SERVICES

Title SYSTEMS/TECHNICAL  
MANAGER

Date \_\_\_\_\_  
 Interview No. 1341  
 Reference \_\_\_\_\_

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer I.C.L.  
 Model 4101 T  
 Quantity 1

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no → Please go to Q.3

Type of Terminal used TELETYPE  
 Quantity 2  
 Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_  
 Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.3. Do you use external bureau services?

☒ yes ☐ no → Please go to Q.6

a) They are used for

CUSTOMISATION OF PACKAGES

☒ Batch Computing → see (b)  
☐ Remote Batch Computing → see (c)  
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Database for \_\_\_\_\_% of the company's total outside work  
☐ BARIC for \_\_\_\_\_% of the company's total outside work  
☐ CMG for \_\_\_\_\_% of the company's total outside work  
☐ ADP/Management Dynamics for \_\_\_\_\_% of the company's total outside work  
☐ GEEST/Cambridge Comp. Service for \_\_\_\_\_% of the company's total outside work  
☐ COMPUTEL for \_\_\_\_\_% of the company's total outside work  
☐ COMPOWER for \_\_\_\_\_% of the company's total outside work  
☐ IBM for \_\_\_\_\_% of the company's total outside work  
☐ CDC for \_\_\_\_\_% of the company's total outside work  
☐ OTHER (Specify) DATASYS for 25% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrifile

☐ U.C.C. for \_\_\_\_\_% of the company's total outside work  
☐ S.I.A. for \_\_\_\_\_% of the company's total outside work  
☐ U.C.S.L. for \_\_\_\_\_% of the company's total outside work  
☐ I.B.M. for \_\_\_\_\_% of the company's total outside work  
☐ COMPOWER for \_\_\_\_\_% of the company's total outside work  
☐ COMPUTEL for \_\_\_\_\_% of the company's total outside work  
☐ SCICON for \_\_\_\_\_% of the company's total outside work  
☐ CDC for \_\_\_\_\_% of the company's total outside work  
☐ LOWNDES-AJAX for \_\_\_\_\_% of the company's total outside work  
☐ OTHER (Specify) \_\_\_\_\_ for \_\_\_\_\_% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.

☐ ADP for \_\_\_\_\_% of the company's total outside work  
☐ COMSHARE for \_\_\_\_\_% of the company's total outside work  
☐ IBM for \_\_\_\_\_% of the company's total outside work  
☐ CRC for \_\_\_\_\_% of the company's total outside work  
☐ ATKINS for \_\_\_\_\_% of the company's total outside work  
☐ CDC for \_\_\_\_\_% of the company's total outside work  
☐ OTHER (Specify) \_\_\_\_\_ for \_\_\_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☒ ≥ £1000 < £5000  
☐ ≥ £5000 < £12000  
☐ ≥ £12000 < £25000  
☐ ≥ £25000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing 20% per annum growth/decline  
☐ Remote Computing \_\_\_\_\_% per annum growth/decline  
☐ Interactive timesharing \_\_\_\_\_% p.a. growth/decline

delete as appropriate

SIC 336

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☐      ☐      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory      ☒      ☒      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales      ☐      ☐      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel      ☒      ☒      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll      ☒      ☒      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning      ☐      ☐      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☐ yes      ☐ no

Mr. R. Wilson  
DP Manager  
General Motors Scotland  
Newhouse Industrial Estate  
Motherwell  
Lanarkshire

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

**INPUT**

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

## TIMES TOP 1000 COMPANIES

Company Electronic Data Systems Ltd.  
 Address P.O. Box 37  
Nottingham  
Nottingham  
 Tel: 0457 0441 732121  
 Contact Name R.P. Wilson  
 Dept/Division

Date   
 Interview No. 1146  
 Reference

Title D. C. 174/1954

## Q.1. Does your company have its own in-house computers?

☒ Yes ☐ no → Please go to Q.3

Manufacturer IBM (UK) Ltd.  
 Model 370/135  
 Quantity 1

Manufacturer   
 Model   
 Quantity

## Q.2. Are any of these computers used in a time sharing or remote batch/service mode?

☒ Yes ☐ no → Please go to Q.3

Type of Terminal used IBM 3271/x  
 Quantity 2  
 Type of Terminal used IBM 3284/x  
 Quantity 1

## Q.3. Do you use external bureaux services?

☒ Yes ☐ no → Please go to Q.6

a) They are used for

☐ Batch Computing → see (b)  
☐ Remote Batch Computing → see (c)  
☒ Interactive Time-sharing → see (d)

## b) We use the following bureaux for Batch Services:

☐ BOC Datasolve  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify)

for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work

## c) We use the following bureaux for Remote Batch Services

Centrella  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify)

for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work

## d) We use the following bureaux for Interactive Time Sharing Services:

☒ Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify)

for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work

## Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☒ ≥ £1000 < £5,000  
☐ ≥ £5,000 < £12,000  
☐ ≥ £12,000 < £25,000  
☐ ≥ £25,000

## Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☒ Batch Computing \_\_\_% per annum growth/decline  
☒ Remote Computing \_\_\_% per annum growth/decline  
☒ Interactive time sharing \_\_\_% p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future.

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☒      ☐      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory      ☒      ☐      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales      ☒      ☐      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel      ☐      ☐      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll      ☒      ☐      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning      ☒      ☐      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ Yes      ☐ No

## A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

Mr. H.K. Radcliffe  
Data Processing Manager  
Averys  
Tamebridge Factory Estate  
West Bromwich Road  
Walsall  
Staffs

# INPUT

500 CHESHAM HOUSE, 160 REGENT ST., LONDON W.1  
TEL: 01-439 6288



## TIMES TOP 1000 COMPANIES

Company W & T AVERY LTD  
 Address 2 P DART  
TAME BRIDGE  
WALSLEY WEST MIDLANDS

Tel: 31421  
 Contact Name Angela Ruff  
 Dept/Division DATA PROCESSING

Title Deputy Managing Director

Date 13/10  
 Interview No. 1316  
 Reference           

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer ICL      Manufacturer             
 Model 1903A 9UK      Model             
 Quantity One      Quantity           

Manufacturer                 Manufacturer             
 Model                 Model             
 Quantity                 Quantity           

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no → Please go to Q.3

Type of Terminal used ICL 7181      Type of Terminal used             
 Quantity 5      Quantity             
 Type of Terminal used                 Type of Terminal used             
 Quantity                 Quantity           

Q.3. Do you use external bureau services?

☐ yes ☒ no → Please go to Q.6

a) They are used for             
☐ Batch Computing → see (b)  
☐ Remote Batch Computing → see (c)  
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datastore      for            % of the company's total outside work  
☐ BARIC      for            % of the company's total outside work  
☐ CMG      for            % of the company's total outside work  
☐ ADP/Management Dynamics      for            % of the company's total outside work  
☐ GEEST/Cambridge Comp. Service      for            % of the company's total outside work  
☐ COMPUTEL      for            % of the company's total outside work  
☐ COMPOWER      for            % of the company's total outside work  
☐ IBM      for            % of the company's total outside work  
☐ CDC      for            % of the company's total outside work  
☐ OTHER (Specify)            for            % of the company's total outside work

c) We use the following bureaux for Remote Batch Services:

## Centelle

☐ U.C.C.      for            % of the company's total outside work  
☐ S.I.A.      for            % of the company's total outside work  
☐ U.C.S.L.      for            % of the company's total outside work  
☐ I.B.M.      for            % of the company's total outside work  
☐ COMPOWER      for            % of the company's total outside work  
☐ COMPUTEL      for            % of the company's total outside work  
☐ SCICON      for            % of the company's total outside work  
☐ CDC      for            % of the company's total outside work  
☐ LOWNDES-AJAX      for            % of the company's total outside work  
☐ OTHER (Specify)            for            % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.      for            % of the company's total outside work  
☐ ADP      for            % of the company's total outside work  
☐ COMSHARE      for            % of the company's total outside work  
☐ IBM      for            % of the company's total outside work  
☐ CRC      for            % of the company's total outside work  
☐ ATKINS      for            % of the company's total outside work  
☐ CDC      for            % of the company's total outside work  
☐ OTHER (Specify)            for            % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000      ☐ ≥ £12,000 < £25,000  
☐ ≥ £1000 < £5,000      ☐ ≥ £25,000  
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing            % per annum growth/decline  
☐ Remote Computing            % per annum growth/decline  
☐ Interactive timesharing            % p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☒      ☒      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory      ☒      ☒      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales      ☐      ☒      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel      ☐      ☒      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll      ☒      ☒      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning      ☒      ☒      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

Mr. P. Armitage  
DP Manager  
Beloit Walmsley Ltd  
Atlas Works  
Wood Street  
Bury  
Lancs BT8 2QT

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

## TIMES TOP 1000 COMPANIES

Company BELOIT MAMSLLEY LTD  
 Address WOOD ST  
BOXT  
LANES BL8 2AT

Tel: 041-764-6660  
 Contact Name P D ARMSTRONG  
 Dept/Division DATA PROCESSING

Title D. P. MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer IBM  
 Model 3121188  
 Quantity 1

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no → Please go to Q.3

Type of Terminal used CPU ITSELF  
 Quantity \_\_\_\_\_  
 Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q.6

a) They are used for

☐ Batch Computing → see (b)  
☒ Remote Batch Computing → see (c)  
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datastore  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
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 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

d) We use the following bureaux for Remote Batch Services

Centrifile  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☒ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SICOM  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
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 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.T.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ ≥ £1000 < £5,000  
☒ ≥ £5,000 < £12,000  
☐ ≥ £12,000 < £25,000  
☒ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_\_\_% per annum growth/decline  
☐ Remote Computing 102% per annum growth/decline  
☐ Interactive timesharing 10% p.a. growth/decline

delete as appropriate

DL 2391

414

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input type="checkbox"/> Production/Inventory	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input type="checkbox"/> Marketing/Sales	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input type="checkbox"/> Personnel	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---------------------------------------	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input type="checkbox"/> Financial Analysis and Planning	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

## A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

Mr. H.W. Martin  
Computer Services Mgr  
H.W. Martin  
Black & Decker  
Cannon Lane  
Maidenhead  
Berkshire

# INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

## TIMES TOP 1000 COMPANIES

Company Black & Decker Ltd  
 Address CANNON LANE  
MAIDENHEAD  
BERKS  
 Tel LITTLEWICK GREEN 2130  
 Contact Name Mr B BERT  
 Dept/Division COMPUTERS

Title DFM

## Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer IBM  
 Model 1903T  
 Quantity 1

Manufacturer IBM  
 Model 2403  
 Quantity 1

## Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no → Please go to Q.3

Type of Terminal used 2403  
 Quantity 1  
 Type of Terminal used 71812  
 Quantity 14 (on line 40/12/87/2/5)

## Q.3. Do you use external bureaux services?

☐ yes ☒ no → Please go to Q.6

a) They are used for

☐ Batch Computing → see (b)  
☐ Remote Batch Computing → see (c)  
☐ Interactive Time-sharing → see (d)

## b) We use the following bureaux for Batch Services:

☐ BOC Datasolve  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify)

for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
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 for \_\_\_% of the company's total outside work

INPUT

INPUT

## c) We use the following bureaux for Remote Batch Services

Centelle

☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify)

## d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.

☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify)

for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
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 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work

## Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ ≥ £1000 < £5,000  
☐ ≥ £5,000 < £12,000  
☐ ≥ £12,000 < £25,000  
☐ ≥ £25,000

## Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_% per annum growth/decline  
☐ Remote Computing \_\_\_% per annum growth/decline  
☐ Interactive timesharing \_\_\_% p.a. growth/decline

delete as  
appropriate



Q 8. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☒ Engineering/Scientific ☒ ☒ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory ☐ ☐ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales ☐ ☐ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel ☒ ☒ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll ☒ ☒ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning ☐ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes ☐ no

Mr. P.G. Oldland  
DP Manager  
Capper-Neill-Woolston  
Warrington  
Cheshire WA1 4AU

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

## TIMES TOP 1000 COMPANIES

Company CARTER-NEILL  
 Address BRIDGE ROAD  
WALSLEY  
WALSLEY  
 Tel: 01924 5215  
 Contact Name P. C. CUBBER  
 Dep/Division DATA PROCESSING

Date 11/8/84  
 Interview No. 11/8/84  
 Reference 11/8/84

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer U.C.  
 Model 2803/30  
 Quantity 1

Manufacturer U.C.  
 Model 2803/30  
 Quantity 1

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used U.C. 1501  
 Quantity 1

Type of Terminal used U.C. 1501  
 Quantity 1

Q.3. Do you use external bureaux services?

☒ yes ☐ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)  
☒ Remote Batch Computing ☐ see (c)  
☒ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☒ OTHER (Specify) CARTER-NEILL

c) We use the following bureaux for Remote Batch Services:

☐ Centelle  
☐ U.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☒ COMPUTEL  
☒ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☒ OTHER (Specify) U.C.

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.  
☐ ADP  
☒ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☒ OTHER (Specify) U.C.

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000  
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000  
☒ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing ☐ % per annum growth/decline  
☐ Remote Computing ☐ % per annum growth/decline  
☐ Interactive timesharing ☐ % p.a. growth/decline

☐ delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☒      ☒      ☐  
 Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory      ☒      ☒      ☐  
 Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales      ☒      ☐      ☐  
 Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel      ☒      ☐      ☐  
 Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll      ☒      ☒      ☐  
 Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning      ☒      ☒      ☐  
 Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

Mr. W. Weston  
Data Proc. Manager  
Molins  
2 Evelyn Street  
London SE8 5DH

# INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

354

## TIMES TOP 1000 COMPANIES

Company MOLINS LTD  
 Address 2, EVELYN STREET  
LONDON  
SE8 5DH

Tel: 01-237-4581  
 Contact Name W.A. WESTON

Dep't/Division MANAGEMENT SERVICES

Title D.P. MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer IBM  
 Model 370-138 512K  
 Quantity ONE

Manufacturer DIGITAL  
 Model DEC DATASYSTEM 570  
 Quantity ONE

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used DAT 100  
 Quantity Two  
 Type of Terminal used ITT 3280  
 Quantity Twelve

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_  
 Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.3. Do you use external bureaux services?

☒ yes ☐ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)  
☐ Remote Batch Computing ☐ see (c)  
☐ Interactive Time-sharing ☒ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Database  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

c) We use the following bureaux for Remote Batch Services:

Centelle  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.  
☒ ADP  
☒ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for 33% of the company's total outside work  
 for 33% of the company's total outside work  
 for 33% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ > £1000 < £5,000  
☐ > £5,000 < £12,000  
☐ > £12,000 < £25,000  
☒ > £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_\_\_% per annum growth/decline  
☐ Remote Computing \_\_\_\_\_% per annum growth/decline  
☐ Interactive timesharing 50% p.a. growth/decline

delete as appropriate

Q.6 Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific ☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory ☐ ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales ☒ ☐ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel ☐ ☐ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll ☒ ☐ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning ☒ ☐ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

Windley Bros Ltd  
Crown Works  
Roxwell Road  
Chelmsford  
Essex CM1 2NW

**INPUT**

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288





Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) <input type="checkbox"/> Engineering/Scientific	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input type="checkbox"/> Production/Inventory	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input type="checkbox"/> Marketing/Sales	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input type="checkbox"/> Personnel	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---------------------------------------	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input type="checkbox"/> Financial Analysis and Planning	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

A SURVEY OF THE

## TIMES TOP 1000 COMPANIES

Mr. M. Webb  
Data Processing Manager  
Ferranti Ltd  
Hollingwood  
Lancs

# INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

# TIMES TOP 1000 COMPANIES

Company FERRENTI LTD  
 Address HOLLINWOOD  
OLDHAM  
 Tel: 061-481-2000 Ext 314  
 Contact Name H. WOOD  
 Dept/Division I.C.S.

Title D.P. Manager

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer ICL  
 Model 19045  
 Quantity 1

Manufacturer ICL  
 Model 1901T  
 Quantity 1

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used ITT 3330 Quantity 4  
 Type of Terminal used 011, 1511, 16300 Quantity 4

Q.3. Do you use external batch services?

☐ yes ☒ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)  
☐ Remote Batch Computing ☐ see (c)  
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Dative  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify)

for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work

INPUT

c) We use the following bureaux for Remote Batch Services:

Centelle  
☐ U.C.C.  
☐ SIA  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify)

for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify)

for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ ≥ £1000 < £5,000  
☐ ≥ £5,000 < £12,000  
☐ ≥ £12,000 < £25,000  
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_% per annum growth/decline  
☐ Remote Computing \_\_\_% per annum growth/decline  
☐ Interactive timesharing \_\_\_% p.a. growth/decline

delete as appropriate

INPUT

Q 6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☒      ☒      ☐  
 Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research, etc.

b) ☐ Production/Inventory      ☒      ☒      ☐  
 Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports, etc.

c) ☐ Marketing/Sales      ☒      ☒      ☐  
 Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports, etc.

d) ☐ Personnel      ☒      ☒      ☐  
 Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll      ☒      ☒      ☐  
 Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning      ☐      ☒      ☐  
 Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis, etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes      ☐ no

## A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

Mr. P.D. Stephenson  
 GP, Manager DP Operations  
 Cable & Wireless  
 Mercury House  
 Theobalds Road  
 London WC1X 8RX

# INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
 TEL: 01-439 6288

# TIMES TOP 1000 COMPANIES

Date 1303  
Interview No. 1303  
Reference

Company Cable & Wireless Ltd  
Address Parsons House  
Thames Valley Road  
London WC1  
Tel: 242-6433 X4035  
Contact Name PD Spharshor  
Dept/Division Data Processing

Title Group Manager, DR (operation)

Q.1. Does your company have its own in-house computers?

☒ Yes ☐ no → Please go to Q.3

Manufacturer ICL  
Model 1903T  
Quantity 1

Manufacturer DEC Overseas  
Model DDP 8B 11 initial message  
Quantity 3 switching  
computer for our  
own use. These  
are excluded from  
the answers which  
follow.

Manufacturer  
Model  
Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ Yes ☐ no → Please go to Q.3

Type of Terminal used Interactive Type of Terminal used Newbury  
Quantity 2 Quantity 1  
Type of Terminal used Decw:teur (P&H) Type of Terminal used  
Quantity 8 Quantity

Q.3. Do you use external bureaux services?

☐ Yes ☒ no → Please go to Q.6

a) They are used for

☐ Batch Computing → see (b)  
☐ Remote Batch Computing → see (c)  
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify)

for \_\_\_% of the company's total outside work  
for \_\_\_% of the company's total outside work  
for \_\_\_% of the company's total outside work  
for \_\_\_% of the company's total outside work  
for \_\_\_% of the company's total outside work  
for \_\_\_% of the company's total outside work  
for \_\_\_% of the company's total outside work  
for \_\_\_% of the company's total outside work  
for \_\_\_% of the company's total outside work  
for \_\_\_% of the company's total outside work

d) We use the following bureaux for Remote Batch Services

Centelle

☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify)

for \_\_\_% of the company's total outside work  
for \_\_\_% of the company's total outside work  
for \_\_\_% of the company's total outside work  
for \_\_\_% of the company's total outside work  
for \_\_\_% of the company's total outside work  
for \_\_\_% of the company's total outside work  
for \_\_\_% of the company's total outside work  
for \_\_\_% of the company's total outside work  
for \_\_\_% of the company's total outside work  
for \_\_\_% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify)

for \_\_\_% of the company's total outside work  
for \_\_\_% of the company's total outside work  
for \_\_\_% of the company's total outside work  
for \_\_\_% of the company's total outside work  
for \_\_\_% of the company's total outside work  
for \_\_\_% of the company's total outside work  
for \_\_\_% of the company's total outside work  
for \_\_\_% of the company's total outside work  
for \_\_\_% of the company's total outside work  
for \_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ ≥ £1000 < £5,000  
☐ ≥ £5,000 < £12,000  
☐ ≥ £12,000 < £25,000  
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_% per annum growth/decline  
☐ Remote Computing \_\_\_% per annum growth/decline  
☐ Interactive timesharing \_\_\_% p.a. growth/decline  
delete as appropriate



Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

~~a) ☐ Engineering/Scientific~~      ☐      ☐      ☐  
 Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory      ☒      ☒      ☐  
 Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales      ☒      ☒      ☐  
 Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel      ☐      ☒      ☐  
 Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll      ☒      ☒      ☐  
 Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning      ☒      ☒      ☐  
 Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

Mr. C. Davis  
 Operations Manager  
 Racal Electronics  
 Western Road  
 Bracknell  
 Berkshire RG12 4RG

**INPUT**

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
 TEL: 01-439 6286

## TIMES TOP 1000 COMPANIES

Company REAL COMMUNICATIONS LTD  
 Address WATFORD ROAD  
BACUNELL  
BEARS

Tel. BACUNELL 3244  
 Contact Name PHIL DAVIS  
 Dept/Division CULTURAL DEPT

Title OPERATIONS MGR

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no  $\rightarrow$  Please go to Q.3

Manufacturer ICL  
 Model 2904 x 2  
 Quantity 1903A x 1

Manufacturer NOT ORDERED  
 Model 2960 x 2  
 Quantity

Manufacturer   
 Model   
 Quantity

Manufacturer   
 Model   
 Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no  $\rightarrow$  Please go to Q.3

Type of Terminal used   
 Quantity   
 Type of Terminal used   
 Quantity

Type of Terminal used   
 Quantity   
 Type of Terminal used   
 Quantity

Q.3. Do you use external bureaux services?

☐ yes ☒ no  $\rightarrow$  Please go to Q.6

a) They are used for

☐ Batch Computing  $\rightarrow$  see (b)  
☐ Remote Batch Computing  $\rightarrow$  see (c)  
☐ Interactive Time-sharing  $\rightarrow$  see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Database   
☐ BARIC   
☐ CMG   
☐ ADP/Management Dynamics   
☐ GEEST/Cambridge Computer Service   
☐ COMPUTEL   
☐ COMPOWER   
☐ IBM   
☐ CDC   
☐ OTHER (Specify)

for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work

c) We use the following bureaux for Remote Batch Services:

Centrifile   
☐ U.C.C.   
☐ S.I.A.   
☐ U.C.S.L.   
☐ I.B.M.   
☐ COMPOWER   
☐ COMPUTEL   
☐ SCICON   
☐ CDC   
☐ LOWNDES-AJAX   
☐ OTHER (Specify)

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.   
☐ ADP   
☐ COMSHARE   
☐ IBM   
☐ CRC   
☐ ATKINS   
☐ CDC   
☐ OTHER (Specify)

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☒  $\geq$  £1000 < £5,000 ☐  $\geq$  £12,000 < £25,000  
☐  $\geq$  £5,000 < £12,000 ☐  $\geq$  £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☒ Batch Computing 25 % per annum growth/decrease  
☐ Remote Computing 50 % per annum growth/decrease  
☐ Interactive time-sharing 50 % p.a. growth/decrease

SIC 368

126

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

<u>APPLICATION</u>	<u>USE NOW</u>	<u>WILL USE MORE IN FUTURE</u>	<u>WILL USE LESS IN FUTURE</u>
a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.			
b) <input type="checkbox"/> Production/Inventory	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.			
c) <input type="checkbox"/> Marketing/Sales	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.			
d) <input type="checkbox"/> Personnel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.			
e) <input type="checkbox"/> General Accounting/Payroll	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.			
f) <input type="checkbox"/> Financial Analysis and Planning	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Typical Applications include: Cash Flow Forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.			

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

240  
Mr. S. Parcell  
DP Manager  
Bulpitts & Son Ltd.  
PO Box 184  
Albion Street  
Birmingham

# INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL. 01-420 6700

## TIMES TOP 1000 COMPANIES

Company BALPH 4 SONS LTD  
 Address P.O. Box 184  
ALBION ST  
BIRMINGHAM  
 Tel: 021-236-8292  
 Contact Name S. J. PARCEL  
 Dept/Division \_\_\_\_\_

Date \_\_\_\_\_  
 Interview No. 1240  
 Reference \_\_\_\_\_

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer IBM  
 Model SYSTEM 3 Model 12  
 Quantity \_\_\_\_\_

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no → Please go to Q.3

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.3. Do you use external bureau services?

☐ yes ☒ no → Please go to Q.6

a) They are used for

☐ Batch Computing → see (b)  
☐ Remote Batch Computing → see (c)  
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for \_\_\_\_\_% of the company's total outside work  
☐ BARIC for \_\_\_\_\_% of the company's total outside work  
☐ CMG for \_\_\_\_\_% of the company's total outside work  
☐ ADP/Management Dynamics for \_\_\_\_\_% of the company's total outside work  
☐ GEEST/Cambridge Comp. Service for \_\_\_\_\_% of the company's total outside work  
☐ COMPUTEL for \_\_\_\_\_% of the company's total outside work  
☐ COMPOWER for \_\_\_\_\_% of the company's total outside work  
☐ IBM for \_\_\_\_\_% of the company's total outside work  
☐ CDC for \_\_\_\_\_% of the company's total outside work  
☐ OTHER (Specify) \_\_\_\_\_ for \_\_\_\_\_% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrille for \_\_\_\_\_% of the company's total outside work  
☐ U.C.C. for \_\_\_\_\_% of the company's total outside work  
☐ S.I.A. for \_\_\_\_\_% of the company's total outside work  
☐ U.C.S.L. for \_\_\_\_\_% of the company's total outside work  
☐ I.B.M. for \_\_\_\_\_% of the company's total outside work  
☐ COMPOWER for \_\_\_\_\_% of the company's total outside work  
☐ COMPUTEL for \_\_\_\_\_% of the company's total outside work  
☐ SCICON for \_\_\_\_\_% of the company's total outside work  
☐ CDC for \_\_\_\_\_% of the company's total outside work  
☐ LOWNDES-AJAX for \_\_\_\_\_% of the company's total outside work  
☐ OTHER (Specify) \_\_\_\_\_ for \_\_\_\_\_% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for \_\_\_\_\_% of the company's total outside work  
☐ ADP for \_\_\_\_\_% of the company's total outside work  
☐ COMSHARE for \_\_\_\_\_% of the company's total outside work  
☐ IBM. for \_\_\_\_\_% of the company's total outside work  
☐ CRC for \_\_\_\_\_% of the company's total outside work  
☐ ATKINS for \_\_\_\_\_% of the company's total outside work  
☐ CDC for \_\_\_\_\_% of the company's total outside work  
☐ OTHER (Specify) \_\_\_\_\_ for \_\_\_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000  
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000  
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_\_\_% per annum growth/decline  
☐ Remote Computing \_\_\_\_\_% per annum growth/decline  
☐ Interactive timesharing \_\_\_\_\_% p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☒ Engineering/Scientific      ☒      ☒      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory      ☒      ☒      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales      ☒      ☒      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel      ☐      ☐      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll      ☒      ☒      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning      ☐      ☐      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

SIC 368,399

Mr. M. Washbrook  
Director, Management Services  
Prestige Group  
Colne Road  
Burnley  
Lancs

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

**INPUT**

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288



## TIMES TOP 1000 COMPANIES

Company THE PRESTIGE GROUP, LTD.,  
 Address SCOTLAND ROAD,  
BURBULEY,  
LANCS.

Tel: 614410 (0282) 25032Contact Name H. WASHBROOKDept/Division MANAGEMENT SERVICES

The DIRECTOR OF  
 MANAGEMENT SERVICES.

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer IBM  
 Model 360/40  
 Quantity 1

Manufacturer IBM  
 Model SYSTEM 32  
 Quantity 3

Manufacturer IBM  
 Model SYSTEM 3, Model 10  
 Quantity 1

Manufacturer PHILIPS  
 Model P352  
 Quantity 2

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no → Please go to Q.3

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_  
 Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.3. Do you use external bureau services?

☒ yes ☐ no → Please go to Q.6

a) They are used for

☒ Batch Computing → see (b)  
☐ Remote Batch Computing → see (c)  
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datastore  
☐ BAHIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☒ OTHER (Specify) NCR

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

c) We use the following bureaux for Remote Batch Services:

Centrifile  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SOCON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☒ ≥ £1000 < £5,000  
☐ ≥ £5,000 < £12,000  
☐ ≥ £12,000 < £25,000  
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing 100 % per annum growth/decline  
☐ Remote Computing \_\_\_\_\_ % per annum growth/decline  
☐ Interactive timesharing \_\_\_\_\_ % p.a. growth/decline

delete as  
 appropriate

SWAN HUNTER GROUP

P.O. Box 1

WALSLEY

TYPE 1 WEAR.

SLC 370

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

- a) ☐ Engineering/Scientific      ☐      ☐      ☐
- b) ☐ Production/Inventory      ☐      ☐      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

- c) ☐ Marketing/Sales      ☐      ☐      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

- d) ☐ Personnel      ☐      ☐      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

- e) ☐ General Accounting/Payroll      ☐      ☐      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

- f) ☐ Financial Analysis and Planning      ☐      ☐      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

## A SURVEY OF THE TIMES TOP 1000 COMPANIES

# INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288



Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☒      ☒      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory      ☒      ☒      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales      ☒      ☒      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel      ☒      ☒      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll      ☒      ☒      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning      ☐      ☒      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes      ☐ no

A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

Mr. G. Brown  
Data Proc. Manager  
Automotive Products Tachbrook Road  
Leamington Road  
Warwicks CV31 3ER

# INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

## TIMES TOP 1000 COMPANIES

Company INTERACTIVE PRODUCTS LTDAddress TECH AROON ROADLEATHINGTON SPAWATFORDTel: LTON SPA 27000 EXT 194Contact Name CLARA BROOKSDept/Division COMPUTER OPERATIONSTitle OPERATIONS MANAGER

Q.1. Does your company have its own in-house computers?

☒ Yes ☐ no  $\rightarrow$  Please go to Q.3

Manufacturer	<u>ICL</u>
Model	<u>1903T</u>
Quantity	<u>1</u>

Manufacturer	
Model	
Quantity	

Manufacturer	<u>PRIME</u>
Model	<u>1</u>
Quantity	

Manufacturer	
Model	
Quantity	

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ Yes ☐ no  $\rightarrow$  Please go to Q.3

Type of Terminal used	<u>KEYBERT INSTALLATION Terminal used</u>
Quantity	<u>1</u>
Type of Terminal used	
Quantity	

Q.3. Do you use external bureaux services?

☒ Yes ☐ no  $\rightarrow$  Please go to Q.6

a) They are used for

<input checked="" type="checkbox"/> Batch Computing	$\rightarrow$ see (b)
<input type="checkbox"/> Remote Batch Computing	$\rightarrow$ see (c)
<input checked="" type="checkbox"/> Interactive Time-sharing	$\rightarrow$ see (d)

b) We use the following bureaux for Batch Services:

<input type="checkbox"/> BOC Datasolve	for ___% of the company's total outside work
<input type="checkbox"/> BARIC	for ___% of the company's total outside work
<input type="checkbox"/> CMG	for ___% of the company's total outside work
<input type="checkbox"/> ADP/Management Dynamics	for ___% of the company's total outside work
<input type="checkbox"/> GEEST/Cambridge Comp. Service	for ___% of the company's total outside work
<input type="checkbox"/> COMPUTEL	for ___% of the company's total outside work
<input checked="" type="checkbox"/> COMPOWER	for <u>50</u> % of the company's total outside work <u>£57</u>
<input type="checkbox"/> IBM	for ___% of the company's total outside work
<input type="checkbox"/> CDC	for ___% of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for ___% of the company's total outside work

INPUT

INPUT

c) We use the following bureaux for Remote Batch Services

Centrafire	for ___% of the company's total outside work
<input type="checkbox"/> UCC	for ___% of the company's total outside work
<input type="checkbox"/> SIA	for ___% of the company's total outside work
<input type="checkbox"/> UCSSL	for ___% of the company's total outside work
<input type="checkbox"/> IBM	for ___% of the company's total outside work
<input type="checkbox"/> COMPOWER	for ___% of the company's total outside work
<input type="checkbox"/> COMPUTEL	for ___% of the company's total outside work
<input type="checkbox"/> SCICON	for ___% of the company's total outside work
<input type="checkbox"/> CDC	for ___% of the company's total outside work
<input type="checkbox"/> LOWNDES AJAX	for ___% of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for ___% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.T.S.	for <u>20</u> % of the company's total outside work <u>£5</u>
<input checked="" type="checkbox"/> ADP	for ___% of the company's total outside work
<input checked="" type="checkbox"/> COMSHARE	for <u>30</u> % of the company's total outside work <u>£5</u>
<input type="checkbox"/> IBM	for ___% of the company's total outside work
<input type="checkbox"/> CRC	for ___% of the company's total outside work
<input type="checkbox"/> ATKINS	for ___% of the company's total outside work
<input type="checkbox"/> CDC	for ___% of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for ___% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

<input type="checkbox"/> < £1000	<input type="checkbox"/> $\geq$ £12,000 < £25,000
<input type="checkbox"/> $\geq$ £1000 < £5,000	<input type="checkbox"/> $\geq$ £25,000
<input checked="" type="checkbox"/> $\geq$ £5,000 < £12,000	

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

<input checked="" type="checkbox"/> Batch Computing	$\rightarrow$ % per annum growth/decline	delete as appropriate
<input type="checkbox"/> Remote Computing	$\rightarrow$ % per annum growth/decline	
<input type="checkbox"/> Interactive timesharing	$\rightarrow$ % p.a. growth/decline	



Q 8. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☐      ☒      ☐  
 Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory      ☒      ☒      ☐  
 Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales      ☐      ☐      ☐  
 Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel      ☐      ☒      ☐  
 Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll      ☒      ☒      ☐  
 Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning      ☒      ☒      ☐  
 Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

Mr. P. Soar  
 DP Manager  
 Borg-Warner  
 P.O. Box 18  
 Letchworth  
 Herts

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

**INPUT**

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
 TEL: 01-439 6288

## TIMES TOP 1000 COMPANIES

Company B&B WARNER LTD.  
 Address WOLKES ROAD  
LETRINGDRETH HERTS  
SG 6 1NH  
 Tel: LETRINGDRETH 2 333  
 Contact Name MR P. SOAR  
 Dept/Division MIS

Date 14/63  
 Interview No. 1463  
 Reference

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer ICL  
 Model 1901T  
 Quantity 1

Manufacturer   
 Model   
 Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used VT45  
 Quantity 10  
 Type of Terminal used RJE - LP  
 Quantity 1

Type of Terminal used RJE - CR  
 Quantity 1  
 Type of Terminal used   
 Quantity

Q.3. Do you use external bureaux services?

☒ yes ☐ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)  
☐ Remote Batch Computing ☐ see (c)  
☒ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify)

for  % of the company's total outside work  
 for  % of the company's total outside work  
 for  % of the company's total outside work  
 for  % of the company's total outside work  
 for  % of the company's total outside work  
 for  % of the company's total outside work  
 for  % of the company's total outside work  
 for  % of the company's total outside work

c) We use the following bureaux for Remote Batch Services:

Centrefile  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify)

d) We use the following bureaux for Interactive Time Sharing Services:

☒ Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify)

for 10 % of the company's total outside work  
 for  % of the company's total outside work  
 for  % of the company's total outside work  
 for  % of the company's total outside work  
 for  % of the company's total outside work  
 for  % of the company's total outside work  
 for  % of the company's total outside work  
 for  % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ ≥ £1000 < £5,000  
☒ ≥ £12,000 < £25,000  
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☒ Batch Computing 5 % per annum growth/decline  
☒ Remote Computing 5 % per annum growth/decline  
☒ Interactive timesharing 10 % p.a. growth/decline

delete as appropriate

Q 6. Finally, please check those applications which your company presently uses or will use in the future.

APPLICATION USE NOW WILL USE MORE WILL USE LESS  
IN FUTURE IN FUTURE IN FUTURE

a) ☐ Engineering/Scientific ☐ ☒ ☐

Typical Applications include Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory ☒ ☒ ☐

Typical Applications include Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales ☒ ☒ ☐

Typical Applications include Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel ☐ ☒ ☐

Typical Applications include Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll ☒ ☒ ☐

Typical Applications include Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning ☒ ☒ ☐

Typical Applications include Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

Mr. T. Blake  
Systems Manager  
Crane Fruehauf  
South Green Division  
Dereham  
Norfolk

## A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

# INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

## Reference

**napu**

## Reference

**napu**

Q 6. Finally, please check those applications which your company presently uses or will use in the future

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☒ Engineering/Scientific ☒ ☒ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory ☒ ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales ☐ ☒ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel ☒ ☐ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll ☒ ☐ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning ☒ ☐ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

Mr. F. Yates  
Operations Manager  
Rolls-Royce Motor Holdings  
Pym's Lane  
Crewe  
Cheshire CW1 3PL

## A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

# INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288



# TIMES TOP 1000 COMPANIES

Date                       
Interview No. 1286  
Reference                     

Company RAYSLINE MACHINERY LTD  
Address RYMS LINE  
CHESHIRE CW1 3PL  
Tel. 0270 65155  
Contact Name FAYLES  
Dept/Division DATA PROCESSING

Title DBS MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer IBM 18M  
Model 370/1152  
Quantity 1

Manufacturer                       
Model                       
Quantity                     

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q.3

Type of Terminal used                       
Quantity                       
Type of Terminal used                       
Quantity                     

Q.3. Do you use external bureau services?

☒ yes ☒ no ☐ Please go to Q.6

a) They are used for  
☒ Batch Computing                      ☐ see (b)  
☒ Remote Batch Computing                      ☐ see (c)  
☒ Interactive Time-sharing                      ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Database for                      % of the company's total outside work  
☐ BARIC for                      % of the company's total outside work  
☐ CMG for                      % of the company's total outside work  
☒ ADP/Management Dynamics for 30 % of the company's total outside work  
☐ GEEST/Cumbridge Comp. Service for                      % of the company's total outside work  
☐ COMPUTEL for                      % of the company's total outside work  
☐ COMPOWER for                      % of the company's total outside work  
☐ IBM for                      % of the company's total outside work  
☐ CDC for                      % of the company's total outside work  
☐ OTHER (Specify)                     

c) We use the following bureaux for Remote Batch Services

Centrifile                       
U.C.C. ☐  
S.I.A. ☐  
U.C.S.L. ☐  
I.B.M. ☒  
COMPOWER ☐  
COMPUTEL ☐  
SCICON ☐  
CDC ☐  
LOWNDES-AJAX ☐  
OTHER (Specify) ☐

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S. ☒  
ADP ☐  
COMSHARE ☒  
IBM ☒  
CRC ☐  
ATKINS ☐  
CDC ☐  
OTHER (Specify) ☐

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000  
☐ ≥ £1000 < £5,000 ☒ ≥ £25,000  
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing 5 % per annum growth/descline  
☐ Remote Computing 10 % per annum growth/descline \*  
☐ Interactive timesharing 10 % p.a. growth/descline

\* REMOVE GATEWAY TO BS  
PUT IN 0-9 370 108 8-00 71.

Q.6 Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific ☒ ☒ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory ☒ ☒ ☐  
*Our nearest equivalent (i.e. estimating, planning and controlling)*  
 Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales ☐ ☐ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel ☒ ☐ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll ☒ ☐ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning ☐ ☐ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☐ Yes ☒ No

## A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

Mr. M. J. Richardson  
 Mng'r. Management Services  
 Haden Carrier Ltd.  
 7-12 Tavistock Square  
 London WC1H 9LZ

# INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
 TEL: 01-439 6288

SIC 349, 500

## TIMES TOP 1000 COMPANIES

Company HeCo, Lancs Ltd  
 Address 7 Tansley Square  
London WC1  
 Tel: 01-387-1238 X140  
 Contact Name Mr J. Redmond  
 Dept/Division Management Services

Title Manager

## Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer ICC  
 Model 2904  
 Quantity 1

Manufacturer CTZ  
 Model Regular One  
 Quantity 1

Manufacturer CTZ  
 Model 8050  
 Quantity 1

Manufacturer CTZ  
 Model Mini-mid  
 Quantity 1

## Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used Decimate LA 36  
 Quantity 10

Type of Terminal used Alpha TE30D  
 Quantity 14

Type of Terminal used Vicinity TV type VDUs  
 Quantity 1

## Q.3. Do you use external bureaux services?

☒ yes ☐ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)  
☐ Remote Batch Computing ☐ see (c)  
☒ Interactive Time-sharing ☐ see (d)  
 (very little)

## b) We use the following bureaux for Batch Services:

☐ BOC Datastore  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify)

for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work

## c) We use the following bureaux for Remote Batch Services:

Centreline  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify)

for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work

## d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.  
☐ ADP  
☒ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify)  
OLS

for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work

## Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ ≥ £1000 < £5,000  
☒ ≥ £5,000 < £12,000  
☐ ≥ £12,000 < £25,000  
☐ ≥ £25,000

## Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing 0 % per annum growth/decline  
☐ Remote Computing 0 % per annum growth/decline  
☐ Interactive timesharing 32 % p.a. (growth/decline)

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific ☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory ☒ ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales ☒ ☒ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel ☒ ☐ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll ☒ ☒ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning ☒ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes ☐ no

Mr. R. Harris  
Operations Manager  
Wilkinson Sword  
Sword House  
Totteridge Road  
High Wycombe  
Bucks

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-499 6288

Slc 394

## TIMES TOP 1000 COMPANIES

Company WILKINSON MATCH LTD  
 Address SUEDD HOUSE  
TOMERDSE ROAD  
HIGH WYCHORE, BUCKS

Tel: HW 33300  
 Contact Name R. G. HARRIS  
 Division MANAGEMENT SERVICES

Title OPERATIONS MANAGER

Date Interview No. 7 205  
 Reference \_\_\_\_\_

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer IBM IBM  
 Model SYSTEM 3 MOD 150 SYSTEM 32  
 Quantity ONE THREE

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no → Please go to Q.3

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_  
 Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q.6

a) They are used for

☒ Batch Computing → see (b)  
☒ Remote Batch Computing → see (c)  
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Database ☒ BACIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☒ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for 35% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrifile  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☒ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWINDEX-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for 10% of the company's total outside work  
 for 10% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000  
☐ ≥ £1000 < £5,000 ☒ ≥ £25,000  
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

● Batch Computing 10% per annum growth/decline  
 ● Remote Computing 10% per annum growth/decline  
 ● Interactive time-sharing 5% p.a. growth/decline  
 delete as appropriate



SLC 4.

Q 6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) <input checked="" type="checkbox"/> Engineering/Scientific	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input checked="" type="checkbox"/> Production/Inventory	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input checked="" type="checkbox"/> Marketing/Sales	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input type="checkbox"/> Personnel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---------------------------------------	--------------------------	--------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input checked="" type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input checked="" type="checkbox"/> Financial Analysis and Planning	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes ☐ no

Mr. L.G. Ebner  
Low & Boner Group  
63-73 King Street  
Dundee  
DD1 9JA

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

## TIMES TOP 1000 COMPANIES

Company LOW & BONAR GROUP LTD  
 Address 63-73 KING STREET  
DUNDEE

Tel: 0382-2411

Contact Name LINDSAY G. EBNER  
 Dept/Division MANAGEMENT SERVICES

GROUP  
MANAGEMENT SERVICES  
MANAGER

Date 1330  
 Interview No. 1330  
 Reference

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer PHILIPS  
 Model P310/P330/P330/P410  
 Quantity 1 2 1 3

Manufacturer IBM  
 Model SYST 3 MOD 10  
 Quantity 1

Manufacturer ICL  
 Model 2903/30  
 Quantity 1

Manufacturer OLIVETTI  
 Model P602 1 P652  
 Quantity 3 1

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q.3

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_  
 Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_  
 Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.3. Do you use external bureaux services?

☒ yes ☐ no ☐ Please go to Q.8

a) They are used for

☒ Batch Computing ☐ see (b)  
☐ Remote Batch Computing ☐ see (c)  
☒ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☒ BOC Dataolve  
☒ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☒ OTHER (Specify) BANKS

for 85% of the company's total outside work  
 for 5% of the company's total outside work  
 for 5% of the company's total outside work  
 for 5% of the company's total outside work  
 for 5% of the company's total outside work  
 for 5% of the company's total outside work  
 for 5% of the company's total outside work  
 for 9% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrella  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify)

d) We use the following bureaux for Interactive Time Sharing Services:

☒ Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify)

for 1% of the company's total outside work  
 for 1% of the company's total outside work  
 for 1% of the company's total outside work  
 for 1% of the company's total outside work  
 for 1% of the company's total outside work  
 for 1% of the company's total outside work  
 for 1% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ ≥ £1000 < £5,000  
☐ ≥ £5,000 < £12,000  
☒ ≥ £12,000 < £25,000  
☒ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

● Batch Computing 0% per annum growth/decline  
 ● Remote Computing 0% per annum growth/decline  
 ● Interactive timesharing 0% p.a. growth/decline

delete as appropriate

Q.8. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☐      ☐      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory      ☒      ☒      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales      ☒      ☒      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel      ☐      ☐      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll      ☒      ☒      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning      ☒      ☒      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

Mr. A. McGonagle  
DP Manager  
Pringle Ltd  
Victoria Mills  
Victoria Road  
Hawick DD9 7AL  
Roxburghshire

## A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

# INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

## TIMES TOP 1000 COMPANIES

Company PRINCIPLE OF SCOTLAND LTD

Address VICTORIA MILLS

HAWICK

ROXBOROUGHSHIRE

Tel: HAWICK 3571

Contact Name ANDREW MCCORMACK

Dept/Division COMPUTER MANAGEMENT SERVICES

Title COMPUTER MANAGER

Q.1. Does your company have its own in-house computers?

☒ Yes ☐ No ☐ Please go to Q.3

Manufacturer IBM  
Model 1902S  
Quantity 1

Manufacturer \_\_\_\_\_  
Model \_\_\_\_\_  
Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ Yes ☒ No ☐ Please go to Q.3

Type of Terminal used \_\_\_\_\_  
Quantity \_\_\_\_\_  
Type of Terminal used \_\_\_\_\_  
Quantity \_\_\_\_\_

Q.3. Do you use external bureaux services?

☐ Yes ☒ No ☐ Please go to Q.6

a) They are used for  
☐ Batch Computing ☐ see (b)  
☐ Remote Batch Computing ☐ see (c)  
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datacube  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ ≥ £1000 < £5,000  
☐ ≥ £5,000 < £12,000  
☐ ≥ £12,000 < £25,000  
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_\_\_% per annum growth/decline  
☐ Remote Computing \_\_\_\_\_% per annum growth/decline  
☐ Interactive timesharing \_\_\_\_\_% p.a. growth/decline

delete as appropriate

Q 6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☐      ☐      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory      ☒      ☒      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales      ☒      ☐      ☒

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel      ☒      ☒      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll      ☒      ☒      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning      ☒      ☐      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ Yes      ☐ No

## A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

Mr. J. Perkins  
Data Proc. Manager  
Nottingham Manufacturing Co.  
Botany Avenue  
Mansfield  
Notts

# INPUT

500 CHESHAM HOUSE, 160 REGENT ST., LONDON W.1  
TEL: 01-439 6288

50 44 419  
45



## INPUT

## TIMES TOP 1000 COMPANIES

Company NOTTINGHAM PILES CO. LTD.  
 Address ROTHAM AVENUE  
MANSFIELD  
NOTTS  
 Tel: 01923 226611 EXT 112  
 Contact Name MR J. PELLEW  
 Dept/Division COMPUTER

Title COMPANEL MGR

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no  $\rightarrow$  Please go to Q.3

Manufacturer ICL Type of Terminal used 7502  
 Model 2904 Quantity 1

Manufacturer                      Type of Terminal used                       
 Model                      Quantity                     

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no  $\rightarrow$  Please go to Q.3

Type of Terminal used 7502 Quantity 1  
 Type of Terminal used                      Quantity                     

Q.3. Do you use external bureaux services?

☒ yes ☐ no  $\rightarrow$  Please go to Q.6

a) They are used for

☒ Batch Computing  $\rightarrow$  see (b)  
☐ Remote Batch Computing  $\rightarrow$  see (c)  
☐ Interactive Time-sharing  $\rightarrow$  see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datastore for                      % of the company's total outside work  
☐ BARIC for                      % of the company's total outside work  
☐ CMG for                      % of the company's total outside work  
☐ ADP/Management Dynamics for                      % of the company's total outside work  
☐ GEEST/Cambridge Comp. Service for                      % of the company's total outside work  
☐ COMPUTEL for                      % of the company's total outside work  
☐ COMPOWER for                      % of the company's total outside work  
☐ IBM for                      % of the company's total outside work  
☐ CDC for                      % of the company's total outside work  
☐ OTHER (Specify)                      % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Cantrille  
☐ U.C.C. for                      % of the company's total outside work  
☐ S.I.A. for                      % of the company's total outside work  
☐ U.C.S.L. for                      % of the company's total outside work  
☐ I.B.M. for                      % of the company's total outside work  
☐ COMPOWER for                      % of the company's total outside work  
☐ COMPUTEL for                      % of the company's total outside work  
☐ SCICON for                      % of the company's total outside work  
☐ CDC for                      % of the company's total outside work  
☐ LOWNDES-AJAX for                      % of the company's total outside work  
☐ OTHER (Specify)                      % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.T.S.  
☐ ADP for                      % of the company's total outside work  
☐ COMSHARE for                      % of the company's total outside work  
☐ IBM for                      % of the company's total outside work  
☐ CRC for                      % of the company's total outside work  
☐ ATKINS for                      % of the company's total outside work  
☐ CDC for                      % of the company's total outside work  
☐ OTHER (Specify)                      % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐  $\geq$  £12,000 < £25,000  
☒  $\geq$  £1000 < £5,000 ☐  $\geq$  £25,000  
☐  $\geq$  £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing  $\frac{\quad}{\quad}$  % per annum growth/decline  
☐ Remote Computing  $\frac{\quad}{\quad}$  % per annum growth/decline  
☐ Interactive timesharing  $\frac{\quad}{\quad}$  % p.a. growth/decline  
 delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

1. SIC 490

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☐      ☐      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory      ☒      ☒      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales      ☒      ☒      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel      ☐      ☐      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll      ☒      ☐      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning      ☒      ☒      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ Yes      ☐ No

Mr. Crumpton  
Data Proc. Manager  
Carpets International  
New Road  
Kidderminster DY10 1AL

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

**INPUT**

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

## TIMES TOP 1000 COMPANIES

Company CARPET MANUFACTURING LTDAddress MILL STREET  
KILDERMINSTER  
WYBESTel: KILDERMINSTER 3466Contact Name MIA D H CAUGHTANDept/Division COMPUTERTitle D.P. MANAGER

Q.1. Does your company have its own in-house computers?

☒ Yes ☐ no ☐ Please go to Q.3Manufacturer IBM  
Model 376/HS Model 2  
Quantity ONEManufacturer \_\_\_\_\_  
Model \_\_\_\_\_  
Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ Yes ☒ no ☐ Please go to Q.3Type of Terminal used \_\_\_\_\_  
Quantity \_\_\_\_\_Type of Terminal used \_\_\_\_\_  
Quantity \_\_\_\_\_

Q.3. Do you use external bureau services?

☐ Yes ☒ no ☐ Please go to Q.8

a) They are used for

☐ Batch Computing ☐ see (b)  
☐ Remote Batch Computing ☐ see (c)  
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for \_\_\_\_% of the company's total outside work  
☐ BARRIC for \_\_\_\_% of the company's total outside work  
☐ CMG for \_\_\_\_% of the company's total outside work  
☐ ADP/Management Dynamics for \_\_\_\_% of the company's total outside work  
☐ GEEST/Cambridge Comp. Service for \_\_\_\_% of the company's total outside work  
☐ COMPUTEL for \_\_\_\_% of the company's total outside work  
☐ COMPOWER for \_\_\_\_% of the company's total outside work  
☐ IBM for \_\_\_\_% of the company's total outside work  
☐ CDC for \_\_\_\_% of the company's total outside work  
☐ OTHER (Specify) \_\_\_\_\_

c) We use the following bureaux for Remote Batch Services

☐ Centrefile for \_\_\_\_% of the company's total outside work  
☐ U.C.C. for \_\_\_\_% of the company's total outside work  
☐ S.I.A. for \_\_\_\_% of the company's total outside work  
☐ U.C.S.L. for \_\_\_\_% of the company's total outside work  
☐ I.B.M. for \_\_\_\_% of the company's total outside work  
☐ COMPOWER for \_\_\_\_% of the company's total outside work  
☐ COMPUTEL for \_\_\_\_% of the company's total outside work  
☐ SCICON for \_\_\_\_% of the company's total outside work  
☐ CDC for \_\_\_\_% of the company's total outside work  
☐ LOWNDES-AJAX for \_\_\_\_% of the company's total outside work  
☐ OTHER (Specify) \_\_\_\_\_

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for \_\_\_\_% of the company's total outside work  
☐ ADP for \_\_\_\_% of the company's total outside work  
☐ COMSHARE for \_\_\_\_% of the company's total outside work  
☐ IBM for \_\_\_\_% of the company's total outside work  
☐ CRC for \_\_\_\_% of the company's total outside work  
☐ ATKINS for \_\_\_\_% of the company's total outside work  
☐ CDC for \_\_\_\_% of the company's total outside work  
☐ OTHER (Specify) \_\_\_\_\_

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000  
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000  
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_\_% per annum growth/decline  
☐ Remote Computing \_\_\_\_% per annum growth/decline  
☐ Interactive timesharing \_\_\_\_% p.a. growth/decline  
delete as appropriate

Q.B. Finally, please check those applications which your company presently uses or will use in the future:

SIC 419, 429

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☐      ☐      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory      ☐      ☒      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales      ☐      ☒      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel      ☐      ☐      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll      ☐      ☒      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning      ☐      ☐      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

Mr. S.R. Shires  
Comp. Operations Manager  
Readcut International  
Terry Mills  
Horbury  
West Yorks

# INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

## TIMES TOP 1000 COMPANIES

Company The Independent Web Cakes  
 Address Kenny Drive  
Osselt  
West Yorkshire  
 Tel: 01724 275244  
 Contact Name M. S. R. Smith  
 Dept/Division Computer Operations

Title Manager

Q.1. Does your company have its own in-house computers?

☒ Yes ☐ no ☐ Please go to Q.3

Manufacturer ICL 7502 Terminal being  
 Model used at  
 Quantity 1000 and will take over from  
present.

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time sharing or remote batch/service mode?

☒ Yes ☐ no ☐ Please go to Q.3

Type of Terminal used See above  
 Quantity \_\_\_\_\_  
 Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.3. Do you use external bureaux services?

☒ Yes ☐ no ☐ Please go to Q.6

a) They are used for

☒ Batch Computing ☐ see (b)  
☐ Remote Batch Computing ☐ see (c)  
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datastore  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☒ OTHER (Specify) 206600

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrifile

☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
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 for \_\_\_\_\_% of the company's total outside work

for \_\_\_\_\_% of the company's total outside work  
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 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000  
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000  
☒ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_\_\_% per annum growth/decline  
☐ Remote Computing \_\_\_\_\_% per annum growth/decline  
☐ Interactive timesharing 100 ± % p.a. growth/decline



Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☒      ☒      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory      ☒      ☒      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales      ☒      ☒      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel      ☐      ☒      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll      ☒      ☒      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning      ☒      ☒      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

Mr. A. Wetton  
Mintex Ltd  
P.O. Box 18  
Cleckheaton  
West Yorkshire

**INPUT**

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

## TIMES TOP 1000 COMPANIES

Company MINTEX LTD  
 Address 20 LICK 18,  
CLACKMINGTON,  
NEXT YORK, 209 307

Tel: 212 4 - 81511  
 Contact Name A.V. WHITTON  
 Dept/Division MANAGEMENT SERVICES

Title MANAGEMENT SERVICES  
MANAGER

Q.1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q.3

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q.3

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.3. Do you use external bureau services?

☒ yes ☐ no → Please go to Q.6

a) They are used for

☒ Batch Computing → see (b)  
☒ Remote Batch Computing → see (c)  
☒ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Dataolve  
☐ BANC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☒ OTHER (Specify) TRANSACTEN PROCESSING

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

YES. LTD  
 IS A MEMBER OF THE BSA GROUP  
 - AS MINTEX -

INPUT

INPUT

c) We use the following bureaux for Remote Batch Services:

Centrille  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SICON  
☐ CDC  
☐ LOWNDES-AJAX  
☒ OTHER (Specify) CES

d) We use the following bureaux for Interactive Time Sharing Services:

☒ Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☒ OTHER (Specify) CES

NOTE: TRANSACTEN PROCESSING

39.5% - AT CES

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ ≥ £1000 < £5,000  
☒ ≥ £5,000 < £12,000  
☐ ≥ £12,000 < £25,000  
☒ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

● Batch Computing 20% per annum growth/decline  
 ● Remote Computing 100% per annum growth/decline  
 ● Interactive timesharing 30% p.a. growth/decline

delete as appropriate

SIC 427, 491, 496

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION                      USE NOW                      WILL USE MORE IN FUTURE                      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific                      ☐                      ☐                      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory                      ☒                      ☒                      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales                      ☒                      ☒                      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel                      ☐                      ☐                      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll                      ☒                      ☒                      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning                      ☒                      ☒                      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

## A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

496  
Mr. M. Hughes  
DP Manager  
CMT Industrial Supplies Ltd.  
303 Halesowen Road  
Netherton, Dudley  
W. Midlands, DY2 9NR

# INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
EST. 1977 PAGE 6/2025

## TIMES TOP 1000 COMPANIES

Company C.M.T. INDUSTRIAL SUPPLIES LTD.Address 363 MIDLETON ROADOLDLEYLEIST MIDDLETONTel: 0846574644Contact Name M ALKINGSDept/Division DATA PROCESSINGTitle D.P. MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no  $\rightarrow$  Please go to Q.3

Manufacturer D.E.C.  
 Model P.D.P. 11/70  
 Quantity 1

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no  $\rightarrow$  Please go to Q.3

Type of Terminal used V.D.U.  
 Quantity 300  
 Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.3. Do you use external bureaux services?

☐ yes ☒ no  $\rightarrow$  Please go to Q.6

a) They are used for

☐ Batch Computing  $\rightarrow$  see (b)  
☐ Remote Batch Computing  $\rightarrow$  see (c)  
☐ Interactive Time-sharing  $\rightarrow$  see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Cancelled

☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTER  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.

☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CHC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐  $\geq$  £1000 < £5,000  
☐  $\geq$  £5,000 < £12,000  
☐  $\geq$  £12,000 < £25,000  
☐  $\geq$  £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_\_\_% per annum growth/decline  
☐ Remote Computing \_\_\_\_\_% per annum growth/decline  
☐ Interactive timesharing \_\_\_\_\_% p.a. growth/decline

delete as  
 appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future.

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific

☐
☐
☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory

☐
☒
☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales

☒
☒
☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel

☐
☒
☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll

☒
☒
☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning

☐
☐
☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☐ Yes ☐ No

## A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

Mr. Boswell  
Data Proc. Manager  
Richard Hodgson & Sons Ltd  
P.O. Box 5  
Flemingate  
Beverley  
N. Humberside

# INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288



# TIMES TOP 1000 COMPANIES

Company BARNON HEPBURN LEATHER LTD.

Address PO BOX 5

BEVERLEY

10 BETH HENDERSON

Tel: 051 88 1133

Contact Name BEVIN BOWELL

Dupl/Division COMPUTER SERVICES

Title D.P.M.

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer I.B.M.  
Model SYS-3 Mod 8  
Quantity One

Manufacturer I.B.M.  
Model SYS-32  
Quantity One

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q.3

Type of Terminal used \_\_\_\_\_  
Quantity \_\_\_\_\_  
Type of Terminal used \_\_\_\_\_  
Quantity \_\_\_\_\_

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)  
☐ Remote Batch Computing ☐ see (c)  
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
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for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work

c) We use the following bureaux for Remote Batch Services:

Centrifile  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
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for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
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for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ ≥ £1000 < £5,000  
☐ ≥ £5,000 < £12,000  
☐ ≥ £12,000 < £25,000  
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_\_\_% per annum growth/decline  
☐ Remote Computing \_\_\_\_\_% per annum growth/decline  
☐ Interactive timesharing \_\_\_\_\_% p.a. growth/decline

delete as appropriate

INPUT

INPUT

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☐      ☐      ☐  
Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory      ☐      ☒      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales      ☒      ☒      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel      ☐      ☒      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll      ☒      ☒      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning      ☐      ☐      ☐

Typical Applications include: Cash Flow Forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

## A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

Mr. S. Keeley  
Cope Allman  
6 Herbert Road  
Farlington  
Portsmouth  
Hants

# INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6286

# TIMES TOP 1000 COMPANIES

Company COPE ALLMAN PLASTICS LTD.  
 Address HITCHEN ROAD  
WIMBORNE, PORTSMOUTH  
 Tel: COHAM 70102  
 Contact Name S. HICKSELEY  
 Dept/Division -

Title EMERGING DIRECTOR

Date 1 2 68  
 Interview No. 1 268  
 Reference

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer BURROUGHS  
 Model LESLI K.P.C. 160 WITH TCU.  
 Quantity ONE

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q.3

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_  
 Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.3. Do you use external bureaux services?

☒ yes ☐ no ☐ Please go to Q.6

a) They are used for

☒ Batch Computing ☐ see (b)  
☐ Remote Batch Computing ☐ see (c)  
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve  
☐ BARIC  
☐ CMG  
☐ ADM/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☒ OTHER (Specify) IN COMPUTER

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

INPUT

INPUT

c) We use the following bureaux for Remote Batch Services:

Centralec  
☐ UCC  
☐ SIA  
☐ UCSL  
☐ IBM  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12 000 < £25 000  
☒ £1000 < £5 000 ☐ ≥ £25 000  
☐ ≥ £5 000 < £12 000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☒ Batch Computing ☐ % per annum growth/decline  
☐ Remote Computing ☐ % per annum growth/decline  
☐ Interactive time-sharing ☐ % p.a. growth/decline

\* 100% IN-HOUSE GROWTH FOR YEARS LITTLE GROWTH APPROP.

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☐      ☐      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory      ☐      ☐      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales      ☒      ☒      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel      ☒      ☒      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll      ☒      ☐      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning      ☒      ☒      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

Mr. A. Siddle  
Admin. Officer  
Burton Group  
Hudson Road Mills  
Leeds, LS9 7DN

**INPUT**

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-438 6288

# IN-MAIL

## TIMES TOP 1000 COMPANIES

Date \_\_\_\_\_  
Interview No. 1247  
Reference \_\_\_\_\_

Company BURTON GROUP  
Address HUDSON RD.,  
LEEDS LS9 7DN  
YORKS.  
Tel: LEEDS (0532) 363773 EXT 838  
Contact Name R. K. JACKSON  
Dept./Division MANAGEMENT SERVICES

TIME TECH. PROGRAMING  
TEAM LEADER

### 2.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q. 3

Manufacturer	ICL
Model	1904S
Quantity	ONE

Manufacturer	SCAN-OPTICS
Model	410
Quantity	ONE

Manufacturer	UNIVAC
Model	9300
Quantity	ONE

Manufacturer \_\_\_\_\_  
Model \_\_\_\_\_  
Quantity \_\_\_\_\_

**Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?**

☐ yes ☒ no → Please go to Q.3

Type of Terminal used
Quantity
Type of Terminal used
Quantity

**Q.3. Do you use external bureau services?**

☒ yes ☐ no  $\longrightarrow$  Please go to Q. 6

a) They are used for			
Batch Computing	<input type="checkbox"/>	see (b)	→
Remote Batch Computing	<input type="checkbox"/>	see (c)	→
Interactive Time-sharing	<input checked="" type="checkbox"/>	see (d)	→

**b) We use the following bureaux for Batch Services:**

<input type="checkbox"/> BOC Dasolva	for _____% of the company's total outside work
<input type="checkbox"/> BARIC	for _____% of the company's total outside work
<input type="checkbox"/> CMG	for _____% of the company's total outside work
<input type="checkbox"/> ADP/Management Dynamics	for _____% of the company's total outside work
<input type="checkbox"/> GEEST/Cambridge Comp. Service	for _____% of the company's total outside work
<input type="checkbox"/> COMPUTEL	for _____% of the company's total outside work
<input type="checkbox"/> COMPOWER	for _____% of the company's total outside work
<input type="checkbox"/> IBM	for _____% of the company's total outside work
<input type="checkbox"/> CDC	for _____% of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

<input type="checkbox"/>	Centelle
<input type="checkbox"/>	U.C.C.
<input type="checkbox"/>	S.I.A.
<input type="checkbox"/>	U.C.S.L.
<input type="checkbox"/>	I.B.M.
<input type="checkbox"/>	COMPOWER
<input type="checkbox"/>	COMPUTEL
<input type="checkbox"/>	SCICON
<input type="checkbox"/>	CDC
<input type="checkbox"/>	LOWNDES-AJAX
<input type="checkbox"/>	OTHER (Specify)

1d) We use the following bureaux for Interactive Time Sharing Services:

<input checked="" type="checkbox"/>	Honeywell U.S.	for 100% of the company's total outside work
<input type="checkbox"/>	ADP	for ____% of the company's total outside work
<input type="checkbox"/>	COMSHARE	for ____% of the company's total outside work
<input type="checkbox"/>	IBM	for ____% of the company's total outside work
<input type="checkbox"/>	CRC	for ____% of the company's total outside work
<input type="checkbox"/>	ATKINS	for ____% of the company's total outside work
<input type="checkbox"/>	CDC	for ____% of the company's total outside work
<input type="checkbox"/>	OTHER (Specify) _____	for ____% of the company's total outside work

**Q.4. Please check your total Annual expenditures on the above services in the following ranges:**

<input type="checkbox"/> $\geq \text{£}12,000 < \text{£}25,000$	<input type="checkbox"/> $< \text{£}1000$
<input type="checkbox"/> $\geq \text{£}25,000$	<input type="checkbox"/> $\geq \text{£}1000 < \text{£}5,000$
	<input checked="" type="checkbox"/> $\geq \text{£}5,000 < \text{£}12,000$

**Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?**

- Batch Computing \_\_\_\_\_ % per annum growth/decline
- Remote Computing \_\_\_\_\_ % per annum growth/decline
- Interactive timesharing 10 % p.a. growth/decline

} delete as appropriate



Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☐      ☐      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory      ☒      ☒      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales      ☒      ☒      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel      ☒      ☒      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll      ☒      ☒      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning      ☒      ☒      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes      ☐ no

## A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

Mr. H.C. Sanderson  
Director Computer Systems  
Mothercare  
Cherry Tree Road  
Watford  
Herts WD2 5SH

# INPUT

500 CHESHAM HOUSE, 160 REGENT ST., LONDON W.1  
TEL: 01-439 6288

SC 445

## TIMES TOP 1000 COMPANIES

Company MUTH RCARE  
 Address Cherry Tree Road,  
WATERLOO  
Heathrow W6 2 5SH  
 Tel: Watford 33577 x 215  
 Contact Name H C SAMPSON  
 Dept/Division Computer

Date Interview No. 1342  
 Reference

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer IBM  
 Model 370/135  
 Quantity 2

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used HARRIS  
 Quantity 12

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)  
☐ Remote Batch Computing ☐ see (c)  
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve  
☐ BARIC  
☐ CNG  
☐ ADP/Management Dynamics  
☐ GEEST/Cumbridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

c) We use the following bureaux for Remote Batch Services:

☐ Centrefile  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000  
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000  
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_\_\_% per annum growth/decline  
☐ Remote Computing \_\_\_\_\_% per annum growth/decline  
☐ Interactive timesharing \_\_\_\_\_% p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☒ Engineering/Scientific



Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory



Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales



Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel



Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll



Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning



Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☐ Yes ☒ No

Mr. M. Richards  
Data Processing Manager  
C & J Clark Ltd.  
40 High Street  
Street, Somerset

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

**INPUT**

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6298

510 450

## TIMES TOP 1000 COMPANIES

Company CLARKS LTD  
Address STREET  
30000000

Tel: 43131  
Contact Name and Richards  
Dept/Division \_\_\_\_\_

Title DR. Manager

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer IBM 4870  
Model 320/135  
Quantity 2

Manufacturer \_\_\_\_\_  
Model \_\_\_\_\_  
Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no → Please go to Q.3

Type of Terminal used 321  
Quantity \_\_\_\_\_

Type of Terminal used \_\_\_\_\_  
Quantity \_\_\_\_\_

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q.6

a) They are used for

☐ Batch Computing → see (b)  
☐ Remote Batch Computing → see (c)  
☒ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for \_\_\_\_\_% of the company's total outside work  
☐ BARIC for \_\_\_\_\_% of the company's total outside work  
☐ CMG for \_\_\_\_\_% of the company's total outside work  
☐ ADP/Management Dynamics for \_\_\_\_\_% of the company's total outside work  
☐ GEEST/Cambridge Comp. Service for \_\_\_\_\_% of the company's total outside work  
☐ COMPUTEL for \_\_\_\_\_% of the company's total outside work  
☐ COMPOWER for \_\_\_\_\_% of the company's total outside work  
☐ IBM for \_\_\_\_\_% of the company's total outside work  
☐ CDC for \_\_\_\_\_% of the company's total outside work  
☐ OTHER (Specify) \_\_\_\_\_

c) We use the following bureaux for Remote Batch Services

Centrifile  
☐ U.C.C. for \_\_\_\_\_% of the company's total outside work  
☐ S.I.A. for \_\_\_\_\_% of the company's total outside work  
☐ U.C.S.L. for \_\_\_\_\_% of the company's total outside work  
☐ I.B.M. for \_\_\_\_\_% of the company's total outside work  
☐ COMPOWER for \_\_\_\_\_% of the company's total outside work  
☐ COMPUTEL for \_\_\_\_\_% of the company's total outside work  
☐ SCICON for \_\_\_\_\_% of the company's total outside work  
☐ CDC for \_\_\_\_\_% of the company's total outside work  
☐ LOWINDES-AJAX for \_\_\_\_\_% of the company's total outside work  
☐ OTHER (Specify) \_\_\_\_\_

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for \_\_\_\_\_% of the company's total outside work  
☐ ADP for \_\_\_\_\_% of the company's total outside work  
☐ COMSHARE for \_\_\_\_\_% of the company's total outside work  
☒ IBM for \_\_\_\_\_% of the company's total outside work  
☐ CRC for \_\_\_\_\_% of the company's total outside work  
☐ ATKINS for \_\_\_\_\_% of the company's total outside work  
☐ CDC for \_\_\_\_\_% of the company's total outside work  
☐ OTHER (Specify) \_\_\_\_\_

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☒ ≥ £1000 < £5,000  
☐ ≥ £5,000 < £12,000  
☐ ≥ £12,000 < £25,000  
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☒ Batch Computing \_\_\_\_\_% per annum growth/decline  
☒ Remote Computing \_\_\_\_\_% per annum growth/decline  
• Interactive timesharing 30% p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

SK 401

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☐      ☐      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory      ☒      ☐      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales      ☒      ☒      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel      ☐      ☐      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll      ☒      ☐      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning      ☐      ☐      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

## A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

Mr. P. Smith  
Chief Programmer  
London Brick Company  
Stuart House  
69-71 Bromham Road  
Bedford MK40 2BL

# INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288



## TIMES TOP 1000 COMPANIES

Company Lowndes Brick  
 Address 63-71 Redman Road  
B27 8D  
 Tel: 5199 2  
 Contact Name PH Smith  
 Dept/Division Data Process Ing

Title Chief Programmer

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer NCR  
 Model Century 200  
 Quantity 44K

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no → Please go to Q.3

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_  
 Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.3. Do you use external bureaux services?

☐ yes ☒ no → Please go to Q.6

a) They are used for

☐ Batch Computing → see (b)  
☐ Remote Batch Computing → see (c)  
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEESI/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

## Centrifile

☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

## Honeywell I.S.

☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ ≥ £1000 < £5,000  
☐ ≥ £5,000 < £12,000  
☐ ≥ £12,000 < £25,000  
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

- ☐ Batch Computing \_\_\_\_\_% per annum growth/decline  
☐ Remote Computing \_\_\_\_\_% per annum growth/decline  
☐ Interactive timesharing \_\_\_\_\_% p.a. growth/decline

delete as appropriate

**Morgan Refractories Ltd**  
Neston  
Wirral  
Cheshire

**USE NOW**

**WILL USE MORE**

WILL USE LESS  
IN FUTURE

□

☐☐

b) ☐ Production/Inventory

☒

7



c) ☐ Marketing/Sales

☒

7

☐

d) ☐ Personnel

☐☒

☐ a) General Accounting/Payroll

☒

□

(f) ☐ Financial Analysis and Planning

□

☒☐

**Thank you for your cooperation in filling in this questionnaire.**

**A summary of the Data provided by companies in your category will be shortly available. May we send it to you?**

# PUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

## TIMES TOP 1000 COMPANIES

Company Angus Refractory Ltd  
 Address LAUNCE RAIL  
NEWM  
BRISTOL  
 Tel: 051-536 3411  
 Contact Name F. R. WISHER  
 Dept/Division \_\_\_\_\_

Date 12-250  
 Interview No. 12-250  
 Reference \_\_\_\_\_

## Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer Syst  
 Model S 5270  
 Quantity 07

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

## Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no → Please go to Q.3

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_  
 Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

## Q.3. Do you use external bureaux services?

☐ yes ☒ no → Please go to Q.6

a) They are used for

☐ Batch Computing → see (b)  
☐ Remote Batch Computing → see (c)  
☐ Interactive Time-sharing → see (d)

## b) We use the following bureaux for Batch Services:

☐ BOC Datasolve  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

## c) We use the following bureaux for Remote Batch Services:

Centrifile  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

## d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

## Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ ≥ £1000 < £5,000  
☐ ≥ £5,000 < £12,000  
☐ ≥ £12,000 < £25,000  
☐ ≥ £25,000

## Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_\_\_% per annum growth/decline  
☐ Remote Computing \_\_\_\_\_% per annum growth/decline  
☐ Interactive timesharing \_\_\_\_\_% p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☒      ☐      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory      ☒      ☒      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales      ☒      ☒      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel      ☐      ☒      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll      ☒      ☒      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning      ☒      ☒      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ Yes      ☐ No

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

Morganite Crucible Ltd  
Norton  
Worcester

**INPUT**

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-49 6288

# INPUT

## TIMES TOP 1000 COMPANIES

Company MORGANIE CRUCIBLE LTD

Address WOBURN LANE,

WATTON

WORCESTER

Tel: WORKS 355631

Contact Name J.A. MORTIMER

Dept/Division COMPUTER

Title D.P. MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer ICL  
Model 1901T  
Quantity 1

Manufacturer \_\_\_\_\_  
Model \_\_\_\_\_  
Quantity \_\_\_\_\_

Manufacturer \_\_\_\_\_  
Model \_\_\_\_\_  
Quantity \_\_\_\_\_

Manufacturer \_\_\_\_\_  
Model \_\_\_\_\_  
Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used 7502/7561  
Quantity 4  
Type of Terminal used \_\_\_\_\_  
Quantity \_\_\_\_\_

Type of Terminal used \_\_\_\_\_  
Quantity \_\_\_\_\_  
Type of Terminal used \_\_\_\_\_  
Quantity \_\_\_\_\_

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)  
☐ Remote Batch Computing ☐ see (c)  
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datastore  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work

d) We use the following bureaux for Remote Batch Services

Centraflex

☐ U.C.C.

☐ S.I.A.

☐ U.C.S.L.

☐ I.B.M.

☐ COMPOWER

☐ COMPUTEL

☐ SCICON

☐ CDC

☐ LOWNDES-AJAX

☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.

☐ ADP

☐ COMSHARE

☐ IBM

☐ CRC

☐ ATKINS

☐ CDC

☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ > £12,000 < £25,000  
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000  
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_\_\_% per annum growth/decline  
☐ Remote Computing \_\_\_\_\_% per annum growth/decline  
☐ Interactive timesharing \_\_\_\_\_% p.a. growth/decline

delete as appropriate



Q 6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☐      ☐      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory      ☒      ☐      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales      ☒      ☐      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel      ☒      ☐      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll      ☒      ☐      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning      ☐      ☐      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☐ yes      ☐ no

Mr. A.E. Batty  
Data Proc. Manager  
Hepworth Ceramic Holdings  
Genefax House  
Sheffield S10 3FJ

## A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

# INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

# TIMES TOP 1000 COMPANIES

Company HEWLETT CERAMIC HOLDINGS  
Address Geosoft House  
Sheffield S10 3ES

Tel: \_\_\_\_\_  
Contact Name A.E. Batty  
Dept/Division \_\_\_\_\_  
Title DP Mgr

Date \_\_\_\_\_  
Interview No. 1704  
Reference \_\_\_\_\_

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer ICL  
Model 2904 (48K)  
Quantity 1

Manufacturer ICL  
Model 2903 (28K)  
Quantity 1

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q.3

Type of Terminal used \_\_\_\_\_  
Quantity \_\_\_\_\_  
Type of Terminal used \_\_\_\_\_  
Quantity \_\_\_\_\_

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)  
☐ Remote Batch Computing ☐ see (c)  
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Dataolve for \_\_\_\_\_% of the company's total outside work  
☐ BARIC for \_\_\_\_\_% of the company's total outside work  
☐ CMG for \_\_\_\_\_% of the company's total outside work  
☐ ADP/Management Dynamics for \_\_\_\_\_% of the company's total outside work  
☐ GEEST/Cambridge Comp. Service for \_\_\_\_\_% of the company's total outside work  
☐ COMPUTEL for \_\_\_\_\_% of the company's total outside work  
☐ COMPOWER for \_\_\_\_\_% of the company's total outside work  
☐ IBM for \_\_\_\_\_% of the company's total outside work  
☐ CDC for \_\_\_\_\_% of the company's total outside work  
☐ OTHER (Specify) \_\_\_\_\_

c) We use the following bureaux for Remote Batch Services

Centrella  
☐ U.C.C. for \_\_\_\_\_% of the company's total outside work  
☐ S.I.A. for \_\_\_\_\_% of the company's total outside work  
☐ U.C.S.L. for \_\_\_\_\_% of the company's total outside work  
☐ I.B.M. for \_\_\_\_\_% of the company's total outside work  
☐ COMPOWER for \_\_\_\_\_% of the company's total outside work  
☐ COMPUTEL for \_\_\_\_\_% of the company's total outside work  
☐ SCICON for \_\_\_\_\_% of the company's total outside work  
☐ CDC for \_\_\_\_\_% of the company's total outside work  
☐ LOWNDES-AJAX for \_\_\_\_\_% of the company's total outside work  
☐ OTHER (Specify) \_\_\_\_\_

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.  
☐ ADP for \_\_\_\_\_% of the company's total outside work  
☐ COMSHARE for \_\_\_\_\_% of the company's total outside work  
☐ IBM for \_\_\_\_\_% of the company's total outside work  
☐ CRC for \_\_\_\_\_% of the company's total outside work  
☐ ATKINS for \_\_\_\_\_% of the company's total outside work  
☐ CDC for \_\_\_\_\_% of the company's total outside work  
☐ OTHER (Specify) \_\_\_\_\_

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000  
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000  
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_\_\_% per annum growth/decline  
☐ Remote Computing \_\_\_\_\_% per annum growth/decline  
☐ Interactive timesharing \_\_\_\_\_% p.a. growth/decline

delete as appropriate

Q 6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☐      ☐      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory      ☒      ☒      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales      ☒      ☒      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel      ☐      ☐      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll      ☒      ☒      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning      ☐      ☐      ☐

??  
Very Small  
Strategic planning  
operation

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes      ☐ no

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

**INPUT**

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

Steatite & Porcelain Products Ltd  
Stourport-on-Severn  
Worcs

SLC  
462

## TIMES TOP 1000 COMPANIES

Company STEATITE & POLYMER PRODUCTS LTD.  
 Address (A MANUFACTURING COMPANY)  
RENDLEY ROAD  
STANTON-ON-VALE, Notts

Tel: STANTON 2271Contact Name A. F. HATHENDept/Division MANAGEMENT SERVICESTitle MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer PULLIS  
 Model P410  
 Quantity 1

Manufacturer PULLIS  
 Model P350 (V85)  
 Quantity 3

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no → Please go to Q.3

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.3. Do you use external bureaux services?

☐ yes ☒ no → Please go to Q.6

a) They are used for

☐ Batch Computing → see (b)  
☐ Remote Batch Computing → see (c)  
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datastore for \_\_\_\_% of the company's total outside work  
☐ BARIC for \_\_\_\_% of the company's total outside work  
☐ CMG for \_\_\_\_% of the company's total outside work  
☐ ADP/Management Dynamics for \_\_\_\_% of the company's total outside work  
☐ GEEST/Cambridge Comp. Service for \_\_\_\_% of the company's total outside work  
☐ COMPUTEL for \_\_\_\_% of the company's total outside work  
☐ COMPOWER for \_\_\_\_% of the company's total outside work  
☐ IBM for \_\_\_\_% of the company's total outside work  
☐ CDC for \_\_\_\_% of the company's total outside work  
☐ OTHER (Specify) for \_\_\_\_% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrifile  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify)

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify)

for \_\_\_\_% of the company's total outside work  
 for \_\_\_\_% of the company's total outside work  
 for \_\_\_\_% of the company's total outside work  
 for \_\_\_\_% of the company's total outside work  
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 for \_\_\_\_% of the company's total outside work  
 for \_\_\_\_% of the company's total outside work  
 for \_\_\_\_% of the company's total outside work  
 for \_\_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ ≥ £1000 < £5,000  
☐ ≥ £5,000 < £12,000  
☐ ≥ £12,000 < £25,000  
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_\_% per annum growth/decline  
☐ Remote Computing \_\_\_\_% per annum growth/decline  
☐ Interactive timesharing \_\_\_\_% p.a. growth/decline

delete as appropriate

Q.6 Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☐      ☐      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory      ☒      ☒      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales      ☒      ☒      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel      ☒      ☒      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll      ☒      ☒      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning      ☒      ☒      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

Mr. V. Barnes  
Operations Manager  
Rockware Group  
Ruislip Road East  
Greenford  
Middlesex

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

**INPUT**

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-438 6286



## TIMES TOP 1000 COMPANIES

Company RESEARCH GROUP LIMITED  
 Address WESTWAY HOUSE  
320 RUSSELL ROAD EAST  
GREENFIED MIDDLSEX.  
 Tel: 01-578 2302  
 Contact Name MR. V. EMMANUEL  
 Dept/Division CAMBRIDGE SERVICES

Title OPERATIONS MANAGER

## Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer 100  
 Model 1902T  
 Quantity Two

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

## Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used PERCANT. PT7  
 Quantity 7  
 Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

## Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q.5

a) They are used for

☐ Batch Computing ☐ see (b)  
☐ Remote Batch Computing ☐ see (c)  
☐ Interactive Time-sharing ☐ see (d)

## b) We use the following bureaux for Batch Services:

☐ BOC Datasolve  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

## c) We use the following bureaux for Remote Batch Services

Centrifile

☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SICCON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

## d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

## Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000  
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000  
☐ ≥ £5,000 < £12,000

## Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_\_\_% per annum growth/decline  
☐ Remote Computing \_\_\_\_\_% per annum growth/decline  
☐ Interactive timesharing \_\_\_\_\_% p.a. growth/decline

delete as appropriate

Q 6 Finally, please check those applications which your company presently uses or will use in the future

SIC 464

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☐      ☐      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory      ☒      ☒      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales      ☒      ☒      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel      ☒      ☒      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll      ☒      ☒      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning      ☒      ☒      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ Yes      ☐ No

Mr. K. Ambler  
DP Manager  
Rugby Portland Cement  
Crown House  
Rugby  
Warwicks

## A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

# INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

## TIMES TOP 1000 COMPANIES

Company THE RUSBY PORTLAND CEMENT CO LTDAddress CEMENT HOUSERUSBYWARRICKSTel: RUSBY 3111Contact Name K AMBLEDept/Division COMPUTERTitle COMPUTER MANAGERData  
Interview No. 1352  
Reference \_\_\_\_\_

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

☒ yes ☐ no → Please go to Q.3  
 Manufacturer UNIVAC  
 Model 9480  
 Quantity 1

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no → Please go to Q.3

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_  
 Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.3. Do you use external bureau services?

☐ yes ☒ no → Please go to Q.6

a) They are used for

☐ Batch Computing → see (b)  
☐ Remote Batch Computing → see (c)  
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Dataolve  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GECST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrifile  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ ≥ £1000 < £5,000  
☐ ≥ £5,000 < £12,000  
☐ ≥ £12,000 < £25,000  
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_\_\_% per annum growth/decline  
☐ Remote Computing \_\_\_\_\_% per annum growth/decline  
☐ Interactive time-sharing \_\_\_\_\_% p.a. growth/decline

delete as  
 appropriate

51C 469,

**USE NOW**

WILL USE MORE

WILL USE LESS

a) 

a) ☐ Engineering/Scientific

☐☐

3

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

☒☒ Production/Inventory☒☒

7

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Inventory Engineering, Numerical Control, Management Reports etc.

☒☒ Marketing/Sales

✓

☒

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

☒☒ Personnel

7

4

7

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

☒☒ General Accounting/Payroll☒☒

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

☒☒ Financial Analysis and

✓

□

7

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

**Thank you for your cooperation in filling in this questionnaire.**

**... summary of the Data provided by companies in your category will be shortly available. May we send it to you?**

☒ yes

no

# Turn

1600 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

## TIMES TOP 1000 COMPANIES

Company Universal Grinding Steel & Ltd.  
 Address Box 54  
Stafford

Tel: Stafford 3381

Contact Name B. G. BRYANT

Dept/Division D.P.D. Grinding Steel Division

Title Computer Bureau Manager

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no  $\rightarrow$  Please go to Q.3

Manufacturer 1311  
 Model 370/135  
 Quantity 1

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no  $\rightarrow$  Please go to Q.3

Type of Terminal used 3741  
 Quantity 1  
 Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_  
 Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.3. Do you use external bureau services?

☐ yes ☒ no  $\rightarrow$  Please go to Q.6

a) They are used for

☐ Batch Computing  $\rightarrow$  see (b)  
☐ Remote Batch Computing  $\rightarrow$  see (c)  
☐ Interactive Time-sharing  $\rightarrow$  see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve  
☐ BARRIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centelle

☐ U.C.C.  
☐ S.T.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SOCON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.

☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐  $\geq$  £12,000 < £25,000  
☐  $\geq$  £1000 < £5,000 ☐  $\geq$  £25,000  
☐  $\geq$  £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_\_\_% per annum growth/decline  
☐ Remote Computing \_\_\_\_\_% per annum growth/decline  
☐ Interactive timesharing \_\_\_\_\_% p.a. growth/decline

$\left. \begin{array}{l} \text{delete as} \\ \text{appropriate} \end{array} \right\}$



O.B. Finally, please check those applications which your company presently uses or will use in the future.

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific

☐
☐
☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory

☐
☐
☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales

☐
☐
☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

☐
☐
☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll

☒
☒
☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning

☐
☐
☐

Typical Applications include: Cash Flow Forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ Yes ☐ No

Mr. E.A. Latham  
Company Secretary  
Turner Curzon  
Curzon House  
Woodbridge Road  
Guildford  
Surrey GU2 5XW

## A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

# INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288



412

Hygena Ltd  
Kirby Industrial Estate  
Kirby  
Liverpool L33 7SH

## A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

# TURN

5600 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

☒ yes ☐ no

**Thank you for your cooperation in filling in this questionnaire.**

**A summary of the Data provided by companies in your category will be shortly available. May we send it to you?**

**Typical Applications include:** Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

f) ☒ Financial Analysis and Planning

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

e) ☒ General Accounting/Payroll

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

d) ☒ Personnel

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

c) ☒ Marketing/Sales

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

b)	<input checked="" type="checkbox"/>	Production/Inventory
----	-------------------------------------	----------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

a) ☐ Engineering/Scientific

## TIMES TOP 1000 COMPANIES

Company HYGENA LTD  
 Address KIRKBY INDUSTRIAL ESTATE  
CHELSEY MOORS ROAD  
KIRKBY, LIVERPOOL  
 Tel: 051-548-3505  
 Contact Name R M CALDWELL  
 Dep/Division DATA PROCESSING

Title DATA PROCESSING MNGR.

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer UNIVAC  
 Model 90/40  
 Quantity 1

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no → Please go to Q.3

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_  
 Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_  
 Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q.6

a) They are used for

☒ Batch Computing → see (b)  
☐ Remote Batch Computing → see (c)  
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify) CENTRE FILE

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for 100% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrafile  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWINDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ ≥ £1000 < £5,000  
☒ ≥ £5,000 < £12,000  
☐ ≥ £12,000 < £25,000  
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing — % per annum growth/decline  
☐ Remote Computing — % per annum growth/decline  
☐ Interactive time-sharing — % p.a. growth/decline

\* WE SHALL COMMENCE WITH THIS  
 SERVICE DURING THE CURRENT YEAR.  
 AND GROWTH THEREAFTER IS ANTICIPATED  
 AT 15% P.A. FOR ABOUT 3 YEARS.

Q.6 Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☐      ☐      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory      ☐      ☐      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales      ☒      ☒      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel      ☐      ☐      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll      ☒      ☒      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning      ☐      ☒      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

Mr. G. Umney  
Computer Manager  
Beaverbrook Newspapers  
121-128 Fleet Street  
London EC4A 2NJ

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

**INPUT**

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288



## TIMES TOP 1000 COMPANIES

Company ENTERISS MANAGEMENT LTD,  
 Address 101/102, ELMT STREET,  
LEWISDALE, LE11 1JH

Tel: 01 352 8000  
 Contact Name G. G. HONEY  
 Dept/Division \_\_\_\_\_

Title D. P. M.

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer BURROUGHS  
 Model 8120  
 Quantity ONE

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used TERMINAL  
 Quantity THIRTY

Type of Terminal used TERMINAL  
 Quantity THIRTY

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)  
☐ Remote Batch Computing ☐ see (c)  
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Dataolve  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

## Centreline

☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000  
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000  
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_\_\_% per annum growth/decline  
☐ Remote Computing \_\_\_\_\_% per annum growth/decline  
☐ Interactive timesharing \_\_\_\_\_% p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☐      ☐      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory      ☐      ☐      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales      ☒      ☒      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel      ☐      ☒      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll      ☒      ☒      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning      ☐      ☒      ☐

Typical Applications include: Cash Flow Forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ Yes      ☐ No

## A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

Mr. B. Eatock  
Data Processing Manager  
Purnell & Sons Ltd.  
Church Street  
Paulton, Bristol  
BS18 5LQ

# INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-438 6288

## TIMES TOP 1000 COMPANIES

Date Interview No. 1223  
Reference \_\_\_\_\_

Company PUNCELL SONS LTD.  
Address CHURCH STREET  
PAULTON  
BRISTOL BS18 5LQ  
Tel: (0755) 417301  
Contact Name B. B. CATOCK  
Dept/Division DATA PROCESSING

Title \_\_\_\_\_

## Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer IBM Model 370/128 Quantity (142K)  
Quantity \_\_\_\_\_

Manufacturer \_\_\_\_\_ Model \_\_\_\_\_ Quantity \_\_\_\_\_  
Quantity \_\_\_\_\_

## Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q.3

Type of Terminal used \_\_\_\_\_ Quantity \_\_\_\_\_  
Type of Terminal used \_\_\_\_\_ Quantity \_\_\_\_\_  
Type of Terminal used \_\_\_\_\_ Quantity \_\_\_\_\_

## Q.3. Do you use external bureaux services?

☒ yes ☐ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)  
☐ Remote Batch Computing ☐ see (c)  
☒ Interactive Time-sharing ☐ see (d)

## b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for \_\_\_\_\_ % of the company's total outside work  
☐ BARIC for \_\_\_\_\_ % of the company's total outside work  
☐ CMG for \_\_\_\_\_ % of the company's total outside work  
☐ ADP/Management Dynamics for \_\_\_\_\_ % of the company's total outside work  
☐ GEEST/Cambridge Comp. Service for \_\_\_\_\_ % of the company's total outside work  
☐ COMPUTEL for \_\_\_\_\_ % of the company's total outside work  
☐ COMPOWER for \_\_\_\_\_ % of the company's total outside work  
☐ IBM for \_\_\_\_\_ % of the company's total outside work  
☐ CDC for \_\_\_\_\_ % of the company's total outside work  
☐ OTHER (Specify) \_\_\_\_\_

## c) We use the following bureaux for Remote Batch Services

Centrifile

☐ U.C.C. for \_\_\_\_\_ % of the company's total outside work  
☐ S.I.A. for \_\_\_\_\_ % of the company's total outside work  
☐ U.C.S.L. for \_\_\_\_\_ % of the company's total outside work  
☐ I.B.M. for \_\_\_\_\_ % of the company's total outside work  
☐ COMPOWER for \_\_\_\_\_ % of the company's total outside work  
☐ COMPUTEL for \_\_\_\_\_ % of the company's total outside work  
☐ SCICON for \_\_\_\_\_ % of the company's total outside work  
☐ CDC for \_\_\_\_\_ % of the company's total outside work  
☐ LOWNDES-AJAX for \_\_\_\_\_ % of the company's total outside work  
☐ OTHER (Specify) \_\_\_\_\_

## d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.

☐ ADP for \_\_\_\_\_ % of the company's total outside work  
☐ COMSHARE for \_\_\_\_\_ % of the company's total outside work  
☒ IBM for \_\_\_\_\_ % of the company's total outside work  
☐ CRC for \_\_\_\_\_ % of the company's total outside work  
☐ ATKINS for \_\_\_\_\_ % of the company's total outside work  
☐ CDC for \_\_\_\_\_ % of the company's total outside work  
☐ OTHER (Specify) \_\_\_\_\_

## Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000  
☒ £1000 < £5,000 ☐ ≥ £25,000  
☐ ≥ £5,000 < £12,000

## Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

- ☒ Batch Computing  $\frac{15}{100}$  % per annum growth/decline  
☐ Remote Computing  $\frac{0.0}{100}$  % per annum growth/decline  
☐ Interactive timesharing  $\frac{100}{100}$  % p.a. growth/decline

delete as  
appropriate



## TIMES TOP 1000 COMPANIES

Company FIRESTONE TYRE &amp; RUBBER CO. LTD.

Address GREAT WEST ROAD, BRENTFORD, MIDDLESEX TW8 9ET

Tel: 01-560-4141

Contact Name MIL. K. SIMONS

Dept/Division DATA PROCESSING

Title COMPUTER OPERATIONS MGR.

Date Interview No. 1451 Reference

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer	I. B. M.
Model	370/135
Quantity	1

Manufacturer	
Model	
Quantity	

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used	VDU 3277
Quantity	2

Type of Terminal used	
Quantity	

Q.3. Do you use external bureau services?

☒ yes ☐ no ☐ Please go to Q.8

a) They are used for

<input type="checkbox"/> Batch Computing	see (b)
<input type="checkbox"/> Remote Batch Computing	see (c)
<input checked="" type="checkbox"/> Interactive Time-sharing	see (d)

b) We use the following bureaux for Batch Services:

<input type="checkbox"/> BOC Datastore	for ___% of the company's total outside work
<input type="checkbox"/> BARIC	for ___% of the company's total outside work
<input type="checkbox"/> CMG	for ___% of the company's total outside work
<input type="checkbox"/> ADP/Management Dynamics	for ___% of the company's total outside work
<input type="checkbox"/> GEEST/Cambridge Comp. Service	for ___% of the company's total outside work
<input type="checkbox"/> COMPUTEL	for ___% of the company's total outside work
<input type="checkbox"/> COMPOWER	for ___% of the company's total outside work
<input type="checkbox"/> IBM	for ___% of the company's total outside work
<input type="checkbox"/> CDC	for ___% of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for ___% of the company's total outside work

c) We use the following bureaux for Remote Batch Services:

Centrifile	<input type="checkbox"/> U.C.C.
	<input type="checkbox"/> S.I.A.
	<input type="checkbox"/> U.C.S.L.
	<input type="checkbox"/> I.B.M.
	<input type="checkbox"/> COMPOWER
	<input type="checkbox"/> COMPUTEL
	<input type="checkbox"/> SCICON
	<input type="checkbox"/> CDC
	<input type="checkbox"/> LOWNDES-AJAX
	<input type="checkbox"/> OTHER (Specify)

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell S.	for ___% of the company's total outside work
ADP	for ___% of the company's total outside work
COMSHARE	for ___% of the company's total outside work
IBM	for 100% of the company's total outside work
CRC	for ___% of the company's total outside work
ATKINS	for ___% of the company's total outside work
CDC	for ___% of the company's total outside work
OTHER (Specify)	for ___% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

<input type="checkbox"/> < £1000	<input type="checkbox"/> ≥ £12,000 < £26,000
<input type="checkbox"/> ≥ £1000 < £5,000	<input type="checkbox"/> ≥ £25,000
<input checked="" type="checkbox"/> ≥ £5,000 < £12,000	

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

Batch Computing	___% per annum growth/decline	delete as appropriate
Remote Computing	___% per annum growth/decline	
Interactive timesharing	100% p.a. growth/decline	



0.6. Finally, please check those applications which your company presently uses or will use in the future:

SIC 491

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

- a) ☐ Engineering/Scientific      ☐      ☐      ☐
- b) ☐ Production/Inventory      ☒      ☒      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

- c) ☐ Marketing/Sales      ☒      ☒      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

- d) ☐ Personnel      ☒      ☒      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

- e) ☐ General Accounting/Payroll      ☒      ☐      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

- f) ☐ Financial Analysis and Planning      ☒      ☒      ☐

Typical Applications include: Cash Flow Forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☐ yes      ☒ no

Mr. K. Simmons  
Computer Operations Mgr.  
Firestone Tyre & Rubber Co.  
Gt. West Road  
Brentford  
Middlesex

A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

# INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6286

# TIMES TOP 1000 COMPANIES

Company **FIRESTONE TYRE & RUBBER CO., LTD.**  
Address **GREAT WEST ROAD, BLENTFORD,**  
**MIDDLESEX TW8 9ET**

Tel: **01-560-4141**  
Contact Name **MR. K. STREONS**  
Dept/Division **DATA PROCESSING**

Title **COMPUTER OPERATIONS MGR.**

Date 14-51  
Interview No. 1451  
Reference \_\_\_\_\_

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer **I.B.N.** Quantity \_\_\_\_\_  
Model **370/135** Quantity \_\_\_\_\_  
Quantity \_\_\_\_\_

Manufacturer \_\_\_\_\_ Quantity \_\_\_\_\_  
Model \_\_\_\_\_ Quantity \_\_\_\_\_  
Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used **IBM 3277** Type of Terminal used \_\_\_\_\_  
Quantity **2** Quantity \_\_\_\_\_  
Type of Terminal used \_\_\_\_\_ Type of Terminal used \_\_\_\_\_  
Quantity \_\_\_\_\_ Quantity \_\_\_\_\_

Q.3. Do you use external bureaux services?

☒ yes ☐ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)  
☐ Remote Batch Computing ☐ see (c)  
☒ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for \_\_\_\_\_% of the company's total outside work  
☐ BARIC for \_\_\_\_\_% of the company's total outside work  
☐ CMG for \_\_\_\_\_% of the company's total outside work  
☐ ADP/Management Dynamics for \_\_\_\_\_% of the company's total outside work  
☐ GEEST/Cambridge Comp. Service for \_\_\_\_\_% of the company's total outside work  
☐ COMPUTEL for \_\_\_\_\_% of the company's total outside work  
☐ COMPOWER for \_\_\_\_\_% of the company's total outside work  
☐ IBM for \_\_\_\_\_% of the company's total outside work  
☐ CDC for \_\_\_\_\_% of the company's total outside work  
☐ OTHER (Specify) \_\_\_\_\_

c) We use the following bureaux for Remote Batch Services

Cantrille  
☐ U.C.C. for \_\_\_\_\_% of the company's total outside work  
☐ S.I.A. for \_\_\_\_\_% of the company's total outside work  
☐ U.C.S.L. for \_\_\_\_\_% of the company's total outside work  
☐ I.B.M. for \_\_\_\_\_% of the company's total outside work  
☐ COMPOWER for \_\_\_\_\_% of the company's total outside work  
☐ COMPUTEL for \_\_\_\_\_% of the company's total outside work  
☐ SCICON for \_\_\_\_\_% of the company's total outside work  
☐ CDC for \_\_\_\_\_% of the company's total outside work  
☐ LOWNDES-AJAX for \_\_\_\_\_% of the company's total outside work  
☐ OTHER (Specify) \_\_\_\_\_

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.  
☐ ADP for \_\_\_\_\_% of the company's total outside work  
☐ COMSHARE for \_\_\_\_\_% of the company's total outside work  
☒ IBM for 100% of the company's total outside work  
☐ CRC for \_\_\_\_\_% of the company's total outside work  
☐ ATKINS for \_\_\_\_\_% of the company's total outside work  
☐ CDC for \_\_\_\_\_% of the company's total outside work  
☐ OTHER (Specify) \_\_\_\_\_

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000  
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000  
☒ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_\_\_% per annum growth/decline  
☐ Remote Computing \_\_\_\_\_% per annum growth/decline  
☐ Interactive timesharing 100% p.a. growth/decline  
delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☐      ☐      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory      ☒      ☒      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales      ☒      ☐      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel      ☒      ☒      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll      ☒      ☐      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning      ☒      ☒      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes      ☐ no

## A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

Mr. J.P. Hampton  
Operations Manager  
Goodyear Tyre & Rubber (GB) Ltd  
Busbury  
Wolverhampton

# INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

## TIMES TOP 1000 COMPANIES

Company GOOD YEAR TYRE & RUBBER Co (GB) Ltd  
 Address STAFFORD ROAD  
BUSHEY  
WOLVERHAMPTON

Tel: 0902-22321

Contact Name J. P. HAMPTON

Dept/Division D.P.D.

Title MAN - OPS & DATA PREP.

Date 12.10  
 Interview No. 1210  
 Reference 1210

## Q.1. Does your company have its own in-house computers?

☒ yes ☐ no no → Please go to Q.3

Manufacturer IBM  
 Model 370-145  
 Quantity 1

Manufacturer IBM  
 Model 370-145  
 Quantity 1

## Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no no → Please go to Q.3

Type of Terminal used IBM 370  
 Quantity 1  
 Type of Terminal used IBM 370  
 Quantity 1

Type of Terminal used IBM 370  
 Quantity 1  
 Type of Terminal used IBM 370  
 Quantity 1

## Q.3. Do you use external bureau services?

☐ yes ☒ no → Please go to Q.6

a) They are used for

☐ Batch Computing → see (b)  
☐ Remote Batch Computing → see (c)  
☐ Interactive Time-sharing → see (d)

## b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for \_\_\_% of the company's total outside work  
☐ BARIC for \_\_\_% of the company's total outside work  
☐ CMG for \_\_\_% of the company's total outside work  
☐ ADP/Management Dynamics for \_\_\_% of the company's total outside work  
☐ GEEST/Cambridge Comp. Service for \_\_\_% of the company's total outside work  
☐ COMPUTEL for \_\_\_% of the company's total outside work  
☐ COMPOWER for \_\_\_% of the company's total outside work  
☐ IBM for \_\_\_% of the company's total outside work  
☐ CDC for \_\_\_% of the company's total outside work  
☐ OTHER (Specify) for \_\_\_% of the company's total outside work

## c) We use the following bureaux for Remote Batch Services

Centrella

☐ U.C.C. for \_\_\_% of the company's total outside work  
☐ S.I.A. for \_\_\_% of the company's total outside work  
☐ U.C.S.L. for \_\_\_% of the company's total outside work  
☐ I.B.M. for \_\_\_% of the company's total outside work  
☐ COMPOWER for \_\_\_% of the company's total outside work  
☐ COMPUTEL for \_\_\_% of the company's total outside work  
☐ SCICON for \_\_\_% of the company's total outside work  
☐ CDC for \_\_\_% of the company's total outside work  
☐ LOWNDES-AJAX for \_\_\_% of the company's total outside work  
☐ OTHER (Specify) for \_\_\_% of the company's total outside work

## d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.

☐ ADP for \_\_\_% of the company's total outside work  
☐ COMSHARE for \_\_\_% of the company's total outside work  
☐ IBM for \_\_\_% of the company's total outside work  
☐ CRC for \_\_\_% of the company's total outside work  
☐ ATKINS for \_\_\_% of the company's total outside work  
☐ CDC for \_\_\_% of the company's total outside work  
☐ OTHER (Specify) for \_\_\_% of the company's total outside work

## Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000  
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000  
☐ ≥ £5,000 < £12,000

## Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_% per annum growth/decline  
☐ Remote Computing \_\_\_% per annum growth/decline  
☐ Interactive timesharing \_\_\_% p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☐      ☐      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory      ☒      ☒      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales      ☒      ☒      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel      ☐      ☒      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll      ☒      ☒      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning      ☒      ☒      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes      ☐ no

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

Mr. M. Dray  
Operations Manager  
LRC International  
15-16 Stockwell Green  
Stockwell  
London SW9

**INPUT**

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288



## TIMES TOP 1000 COMPANIES

Company LRC PRODUCTS LTD  
 Address SANITAS HOUSE  
1516 STOKWELL GREEN  
LONDON SW9 9JJ

Tel: 01-735 7911  
 Contact Name M E. DRAY  
 Dept/Division COMPUTER

Title OPERATIONS MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer I.B.M.  
 Model 370/138  
 Quantity 1

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no → Please go to Q.3

Type of Terminal used I.B.M. 3270  
 Quantity 1

Type of Terminal used I.B.M. 3710  
 Quantity 1

Q.3. Do you use external bureau services?

☒ yes ☐ no → Please go to Q.6

a) They are used for

☒ Batch Computing → see (b)  
☐ Remote Batch Computing → see (c)  
☒ Interactive Time sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for \_\_\_\_% of the company's total outside work  
☐ BARIC for \_\_\_\_% of the company's total outside work  
☐ CMG for \_\_\_\_% of the company's total outside work  
☐ ADP/Management Dynamics for \_\_\_\_% of the company's total outside work  
☐ GEEST/Cambridge Comp. Service for \_\_\_\_% of the company's total outside work  
☐ COMPUTEL for \_\_\_\_% of the company's total outside work  
☐ COMPOWER for \_\_\_\_% of the company's total outside work  
☐ IBM for \_\_\_\_% of the company's total outside work  
☐ CDC for \_\_\_\_% of the company's total outside work  
☐ OTHER (Specify) RESEARCH PROCESS for 100% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrifile  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☒ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ ≥ £1000 < £5,000  
☒ ≥ £5,000 < £12,000  
☐ ≥ £12,000 < £25,000  
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☒ Batch Computing 100% per annum growth/decline  
☐ Remote Computing \_\_\_\_% per annum growth/decline  
☐ Interactive timesharing \_\_\_\_% p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☐      ☐      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory      ☒      ☒      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales      ☒      ☒      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel      ☐      ☒      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll      ☒      ☒      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning      ☐      ☐      ☐

Typical Applications include: Cash Flow Forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ Yes      ☐ No

Mr. D. Warner  
DP Manager  
Lesney Products & Co.  
Lee Conservancy Road  
London E9 5PA

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL. 01-439 6288

## TIMES TOP 1000 COMPANIES

Company Lesney Products Co.  
 Address Lee Conservancy Ltd.  
London SPA

Tel: \_\_\_\_\_  
 Contact Name \_\_\_\_\_  
 Dept/Division \_\_\_\_\_

Title Managerial Services Manager

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer 337 Model 337/135 Quantity 1

Manufacturer \_\_\_\_\_ Model \_\_\_\_\_ Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used 117 337C Quantity 12

Type of Terminal used \_\_\_\_\_ Quantity \_\_\_\_\_

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)  
☐ Remote Batch Computing ☐ see (c)  
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve  
☐ BANC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrifile

☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.

☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000  
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000  
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_\_\_% per annum growth/decline  
☐ Remote Computing \_\_\_\_\_% per annum growth/decline  
☐ Interactive timesharing \_\_\_\_\_% p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☐      ☐      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory      ☒      ☒      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales      ☐      ☒      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel      ☐      ☐      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll      ☒      ☒      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning      ☒      ☒      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ Yes      ☐ No

## A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

Mr. R.W.R. James  
Financial Director  
Barratt Developments  
Wingrove House  
Ponteland Road  
Newcastle-Upon-Tyne NE5 3DP

# INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

## TIMES TOP 1000 COMPANIES

Company SACANT DEVELOPMENT LIMITED  
 Address BLACOLE HOUSE  
REYNOLD ROAD  
NEULINGTON WAY TIME NIS 3AP

Tel: 0132 - 616811

Contact Name G. E. MICALLEY  
 Dept/Division \_\_\_\_\_

Title GROUP ACCOUNTANT

Date \_\_\_\_\_  
 Interview No. 1338  
 Reference \_\_\_\_\_

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer PERKINS  
 Model P354  
 Quantity 0-6

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no → Please go to Q.3

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q.6

a) They are used for

☐ Batch Computing → see (b)  
☒ Remote Batch Computing → see (c)  
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve  
☐ BAIRC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrolle  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWANDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

Computer Power  
 (without on board)  
 Data services without terminal

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ ≥ £1000 < £5,000  
☐ ≥ £5,000 < £12,000  
☒ ≥ £12,000 < £25,000  
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing 100% per annum growth/decline  
☐ Remote Computing 100% per annum growth/decline  
☐ Interactive Time-sharing \_\_\_\_\_% per annum growth/decline

delete as appropriate



Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) <input checked="" type="checkbox"/> Engineering/Scientific	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input checked="" type="checkbox"/> Production/Inventory	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input checked="" type="checkbox"/> Marketing/Sales	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input type="checkbox"/> Personnel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---------------------------------------	--------------------------	--------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input checked="" type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input type="checkbox"/> Financial Analysis and Planning	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	--------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ Yes ☐ No

**INPUT**

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

Mr. M. Morris  
Development Manager  
Robert M. Douglas Hlids  
395 George Road  
Erdington  
Birmingham B23 7RZ

## Centrefile

[illegible]

☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

### Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please do to Q.3

Manufacturer	ICL
Model	SYSTEM 4/50
Quantity	1

\_\_\_\_\_  
**Manufacturer**

\_\_\_\_\_  
**Model**

\_\_\_\_\_  
**Quantity**

Manufacturer \_\_\_\_\_  
Model \_\_\_\_\_  
Quantity \_\_\_\_\_

Manufacturer \_\_\_\_\_

Model \_\_\_\_\_

Quantity \_\_\_\_\_

**Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?**

☒ yes ☐ no → Please go to Q. 3

Type of Terminal used	7502
Quantity	1
Type of Terminal used	
Quantity	

Type of Terminal used	Quantity
Type of Terminal used	Quantity

**Q.3. Do you use external bureaux services?**

☒ yes ☐ no → Please go to Q.6

a) They are used for

<input checked="" type="checkbox"/>	Batch Computing	→	see (b)
<input type="checkbox"/>	Remote Batch Computing	→	see (c)
<input type="checkbox"/>	Interactive Time-sharing	→	see (d)

b) We use the following bureaux for Batch Services:

<input type="checkbox"/> BOC Database	for _____% of the company's total outside work
<input type="checkbox"/> BARIC	for _____% of the company's total outside work
<input type="checkbox"/> CMG	for _____% of the company's total outside work
<input type="checkbox"/> ADP/Management Dynamics	for _____% of the company's total outside work
<input type="checkbox"/> GEEST/Cambridge Comp. Service	for _____% of the company's total outside work
<input type="checkbox"/> COMPUTEL	for _____% of the company's total outside work
<input type="checkbox"/> COMPOWER	for _____% of the company's total outside work
<input type="checkbox"/> IBM	for _____% of the company's total outside work
<input type="checkbox"/> CDC	for _____% of the company's total outside work
<input type="checkbox"/> OTHER (Specify) <u>DLLEC</u>	for <u>11.0</u> % of the company's total outside work

- Batch Computing 10x % per annum growth/decline
- Remote Computing 10x % per annum growth/decline
- Interactive timesharing 10x % p.a. growth/decline

**Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?**

**Q.4. Please check your total Annual expenditures on the above services in the following ranges:**

<input checked="" type="checkbox"/> $< \text{£}1000$	<input type="checkbox"/> $\geq \text{£}12,000 < \text{£}25,000$
<input type="checkbox"/> $\geq \text{£}1000$	<input type="checkbox"/> $\geq \text{£}25,000$
<input type="checkbox"/> $\geq \text{£}1000 < \text{£}5,000$	
<input type="checkbox"/> $\geq \text{£}5,000 < \text{£}12,000$	

1) We use the following bureaux for Interactive Time Sharing Services:

[illegible]

JODELEC  
MECANOGRAPHIE (FRANCE)

## INPUT

**22**

SLC 500

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	-------------------------	-------------------------

a) <input type="checkbox"/> Engineering/Scientific	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input type="checkbox"/> Production/Inventory	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input type="checkbox"/> Marketing/Sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	--------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input type="checkbox"/> Personnel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---------------------------------------	--------------------------	--------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input type="checkbox"/> Financial Analysis and Planning	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

YES ☒ NO ☐

Mr. R. Clappitt  
Fairclough Construction Group  
Sandy Way House  
Northwick  
Cheshire

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

**INPUT**

500 CHESHAM HOUSE, 160 REGENT ST., LONDON W.1  
TEL: 01-439 6288

## TIMES TOP 1000 COMPANIES

Company FACLOUGH CONSTRUCTION GROUP LTD  
 Address SANDHURST HOUSE  
NOCTHURST  
CHESHIRE

Tel: 0606-893885

Contact Name R.H. CLAMPITT

Dep./Division GROUP FINANCE

Title SYSTEMS ACCOUNTANT

c) We use the following bureaux for Remote Batch Services

☒ Centrafile

☐ U.C.C.

☐ S.I.A.

☐ U.C.S.L.

☐ I.B.M.

☐ COMPOWER

☐ COMPUTEL

☐ SCICON

☐ CDC

☐ LOWIDES-AJAX

☒ OTHER (Specify)

ROYAL CANADIAN MOUNTED POLICE

for 5 % of the company's total outside work  
 for     % of the company's total outside work  
 for     % of the company's total outside work  
 for     % of the company's total outside work  
 for     % of the company's total outside work  
 for     % of the company's total outside work  
 for     % of the company's total outside work  
 for     % of the company's total outside work  
 for     % of the company's total outside work  
 for     % of the company's total outside work  
 for     % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell S.

☐ ADP

☐ COMSHARE

☐ IBM

☐ CRC

☐ ATKINS

☐ CDC

☐ OTHER (Specify)

for     % of the company's total outside work  
 for     % of the company's total outside work  
 for     % of the company's total outside work  
 for     % of the company's total outside work  
 for     % of the company's total outside work  
 for     % of the company's total outside work  
 for     % of the company's total outside work  
 for     % of the company's total outside work  
 for     % of the company's total outside work  
 for     % of the company's total outside work  
 for     % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000

☐ ≥ £1000 < £5,000

☐ ≥ £5,000 < £12,000

☐ ≥ £12,000 < £25,000

☒ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

- ☒ Batch Computing 20 % per annum growth/decline  
☒ Remote Computing     % per annum growth/decline  
☒ Interactive Time-sharing     % per annum growth/decline

delete as appropriate

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no → Please go to Q.3

Type of Terminal used

Quantity

Type of Terminal used

Quantity

Type of Terminal used

Quantity

Type of Terminal used

Quantity

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q.6

a) They are used for

☒ Batch Computing

☒ Remote Batch Computing

☐ Interactive Time-sharing

→ see (b)

→ see (c)

→ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datastore

☒ BARIC

☐ CMG

☐ ADP/Management Dynamics

☐ GEEST/Cambridge Comp. Service

☐ COMPUTEL

☐ COMPOWER

☐ IBM

☐ CDC

☒ OTHER (Specify) DATA SCIENCE

for     % of the company's total outside work  
 for 20 % of the company's total outside work  
 for     % of the company's total outside work  
 for     % of the company's total outside work  
 for     % of the company's total outside work  
 for     % of the company's total outside work  
 for     % of the company's total outside work  
 for     % of the company's total outside work  
 for     % of the company's total outside work  
 for     % of the company's total outside work  
 for     % of the company's total outside work

CONSTANT COMPUTING 40 %

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) <input checked="" type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	--------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input checked="" type="checkbox"/> Production/Inventory	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input checked="" type="checkbox"/> Marketing/Sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input checked="" type="checkbox"/> Personnel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input checked="" type="checkbox"/> General Accounting/Payroll	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input checked="" type="checkbox"/> Financial Analysis and Planning	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

Mr. N. Spencer  
DP Manager  
M.J. Gleeson (Contractors)  
Haredon House  
London Road  
North Cheam  
Surrey SM3 9BS

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

**INPUT**

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288



INPUT

TIMES TOP 1000 COMPANIES

Date \_\_\_\_\_  
Interview No. 1174  
Reference \_\_\_\_\_

Company H.I. GILSON (CONTRACTORS) LTD

Address HAREWOOD HOUSE  
LONDON ROAD  
NORTH CHERM SURREY

Tel: 01-337-6688

Contact Name N. SPENCER

Dept/Division COMPUTER

Title D.P. HANSEER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no  $\rightarrow$  Please go to Q.3

Manufacturer BURROUGHS  
Model B1714  
Quantity 2

Manufacturer \_\_\_\_\_  
Model \_\_\_\_\_  
Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no  $\rightarrow$  Please go to Q.3

Type of Terminal used \_\_\_\_\_  
Quantity \_\_\_\_\_  
Type of Terminal used \_\_\_\_\_  
Quantity \_\_\_\_\_

Q.3. Do you use external bureaux services?

☒ yes ☐ no  $\rightarrow$  Please go to Q.6

a) They are used for

☒ Batch Computing  $\rightarrow$  see (b)  
☐ Remote Batch Computing  $\rightarrow$  see (c)  
☐ Interactive Time-sharing  $\rightarrow$  see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Dataolve  
☐ BARRIC  
☒ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for 10 % of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work

c) We use the following bureaux for Remote Batch Services:

Centrifile  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell U.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☒ > £1000 < £5,000  
☐ > £5,000 < £12,000  
☐ > £12,000 < £25,000  
☐ > £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing 0 % per annum growth/decline  
☐ Remote Computing \_\_\_\_\_ % per annum growth/decline  
☐ Interactive timesharing \_\_\_\_\_ % p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) <input checked="" type="checkbox"/> Engineering/Research	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input checked="" type="checkbox"/> Production/Inventory	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input checked="" type="checkbox"/> Marketing/Sales	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input type="checkbox"/> Personnel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---------------------------------------	--------------------------	--------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input checked="" type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input checked="" type="checkbox"/> Financial Analysis and Planning	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ Yes ☐ No

**INPUT**

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

A SURVEY OF THE

**TIMES TOP 1000 COMPANIES**

Mr. I. Greig  
Managing Director  
Grampian Computer Facilities Ltd  
White Myres Avenue  
Aberdeen  
Scotland

SLC 500



Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☐      ☐      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory      ☐      ☐      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales      ☐      ☒      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel      ☐      ☐      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll      ☐      ☐      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning      ☒      ☒      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ Yes      ☐ No

Mr. D. Anderson  
Gramplan Holdings  
Stag House  
Castlebank Street  
Glasgow G11 6DY

## A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

# INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6286

## TIMES TOP 1000 COMPANIES

Company GRANITIAN HOLDINGS LTD  
 Address 5144 HOUSE  
CASLEBANK ST  
GLASGOW G11 6DY  
 Tel: 041 357 2000  
 Contact Name D. ANDERSON  
 Dept/Division PLANNING

This PLANNING OFFICER

Date \_\_\_\_\_

Interview No. 11433

Reference \_\_\_\_\_

Q.1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q.3

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q.3

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.3. Do you use external bureau services?

☒ yes ☐ no → Please go to Q.6

a) They are used for

☐ Batch Computing → see (b)  
☐ Remote Batch Computing → see (c)  
☒ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

☐ Centrifile  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWRIDE-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☒ Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for 10 \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ ≥ £1000 < £5,000  
☐ ≥ £5,000 < £12,000  
☒ ≥ £12,000 < £25,000  
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_\_\_% per annum growth/decline  
☐ Remote Computing \_\_\_\_\_% per annum growth/decline  
☒ Interactive timesharing 20 % p.a. growth/decline  
 delete as appropriate



Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☐      ☐      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory      ☐      ☐      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales      ☐      ☐      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personal      ☐      ☐      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll      ☒      ☐      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning      ☐      ☒      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes      ☐ no

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

Mr. J.A. Kitow  
National Accts. Mgr  
H.A.T. Group Ltd  
Barley Wood  
Wroughton  
Avon BS18 7SA

**INPUT**

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

## TIMES TOP 1000 COMPANIES

Company HAT Group LimitedAddress Barley WoodWidicomTel: 01823 82604Contact Name JA KITTOWDep/Division NATIONAL ACCOUNTS

Title

MANAGER

Q.1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q.3

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q.3

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q.6

a) They are used for

☒ Batch Computing → see (b)  
☐ Remote Batch Computing → see (c)  
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve  
☒ BARIC  
☐ CNG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☒ OTHER (Specify values) Clarke & Co  
☒

for \_\_\_\_\_% of the company's total outside work  
 for 10% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for 10% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for 10% of the company's total outside work  
 for 10% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centelle

☐ U.C.C.☐ S.I.A.☐ U.C.S.L.☐ I.B.M.☐ COMPOWER☐ COMPUTEL☐ SCICON☐ CDC☐ LOWNDES-AJAX☐ OTHER (Specify)

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.☐ ADP☐ COMSHARE☐ IBM☐ CRC☐ ATKINS☐ CDC☐ OTHER (Specify)

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ ≥ £1000 < £5 000  
☒ ≥ £5 000 < £12 000  
☐ ≥ £12 000 < £25 000  
☒ ≥ £25 000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_\_\_% per annum growth/decline  
☐ Remote Computing 10% per annum growth/decline  
☐ Interactive timesharing \_\_\_\_\_% p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

- a) ☐ Engineering/Scientific      ☐      ☒      ☐
- Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.
- b) ☐ Production/Inventory      ☐      ☐      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

- c) ☐ Marketing/Sales      ☐      ☒      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

- d) ☐ Personnel      ☐      ☒      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

- e) ☐ General Accounting/Payroll      ☒      ☐      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

- f) ☐ Financial Analysis and Planning      ☐      ☒      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes      ☐ no

Mr. L. Bristow  
Computer Manager  
Y.T. Lovell (Holdings)  
35 High Street  
Marlow  
Bucks

## A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

# INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

## TIMES TOP 1000 COMPANIES

Company JS. LOVELL  
 Address 35 HIGH ST  
BRISTOL  
BUCKS  
 Tel: M. 6167 x1  
 Contact Name L. BRISTON  
 Dept/Division HEAD OFFICE

Title D. P. M.

Q.1. Does your company have its own in-house computers?

☒ Yes ☐ no ☐ Please go to Q.3

Manufacturer ICL  
 Model 2904  
 Quantity 1

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ Yes ☐ no ☐ Please go to Q.3

Type of Terminal used 1502  
 Quantity 4  
 Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.3. Do you use external bureau services?

☐ Yes ☒ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)  
☐ Remote Batch Computing ☐ see (c)  
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datastore  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centelle  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ S.C.I.C.N.  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ ≥ £1000 < £5,000  
☐ ≥ £5,000 < £12,000  
☐ ≥ £12,000 < £25,000  
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_\_\_% per annum growth/decline  
☐ Remote Computing \_\_\_\_\_% per annum growth/decline  
☐ Interactive timesharing \_\_\_\_\_% p.a. growth/decline  
 delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

- a) ☒ Engineering/Scientific      ☒      ☐      ☐
- Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.
- b) ☐ Production/Inventory      ☒      ☒      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

- c) ☐ Marketing/Sales      ☒      ☐      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

- d) ☐ Personnel      ☐      ☒      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

- e) ☐ General Accounting/Payroll      ☒      ☒      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

- f) ☐ Financial Analysis and Planning      ☐      ☒      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes      ☐ no

Mr. P. Gibbins  
Administration Officer  
John Mowlem & Co.  
Westgate House  
Ealing Road  
Brentford  
Middlesex TW8 0ZZ

R. J. Sherwood  
DATA PROCESSING MANAGER

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

**INPUT**

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288



INPUT

TIMES TOP 1000 COMPANIES

Date 12/19  
Interview No. 1219  
Reference           

Company JOHN MORGAN & CO. LTD  
Address KENTONS HOUSE  
SPINCE ROAD  
BRATTON ROAD MILLS.  
Tel: 01 568 9111  
Contact Name R. JONES  
Dept/Division DATA PROCESSING

Title DATA MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no            Please go to Q.3

Manufacturer CMC  
Model REFLECT  
Quantity 1

Manufacturer             
Model             
Quantity           

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no            Please go to Q.3

Type of Terminal used             
Quantity             
Type of Terminal used             
Quantity           

Q.3. Do you use external bureaux services?

☒ yes ☐ no            Please go to Q.6

a) They are used for

☒ Batch Computing            see (b)  
☐ Remote Batch Computing            see (c)  
☐ Interactive Time-sharing            see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☒ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify)           

for            % of the company's total outside work  
for            % of the company's total outside work  
for            % of the company's total outside work  
for            % of the company's total outside work  
for            % of the company's total outside work  
for            % of the company's total outside work  
for            % of the company's total outside work  
for            % of the company's total outside work  
for            % of the company's total outside work

c) We use the following bureaux for Remote Batch Services:

Controlite  
U.C.C. ☐  
S.I.A. ☐  
U.C.S.L. ☐  
I.B.M. ☐  
COMPUWER ☒  
COMPUTEL ☐  
SCICON ☐  
CDC ☐  
LOWNDES-AJAX ☐  
OTHER (Specify) ☐

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S. ☐  
ADP ☐  
COMSHARE ☐  
IBM ☐  
CRC ☐  
ATKINS ☐  
CDC ☐  
OTHER (Specify) ☐

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ > £1000 < £5000  
☐ > £5000 < £12,000  
☐ > £12,000 < £25,000  
☒ > £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing            % per annum growth/decline  
☐ Remote Computing            % per annum growth/decline  
☐ Interactive timesharing            % p.a. growth/decline  
delete as appropriate

Q.8 Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific ☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory ☒ ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales ☒ ☒ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel ☐ ☐ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll ☒ ☐ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning ☒ ☐ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes ☐ no

Mr. J.F. Francis  
Computer Manager  
Williams Hudson Group  
8 Maitravers Street  
London WC2R 3EE

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

## TIMES TOP 1000 COMPANIES

Company WILLIAMS HANSON LTD  
 Address 8 HATFIELD AVENUE, STATION  
LEICESTER  
LE2 2R 3EE  
 Tel: 01-336-4433  
 Contact Name JE HANCOCK  
 Dept/Division COMPUTER

Title DPM

Q.1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q.3

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q.3

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_  
 Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q.6

a) They are used for

☒ Batch Computing → see (b)  
☐ Remote Batch Computing → see (c)  
☒ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☒ OTHER (Specify) HOSKINS SYSTEMS LTD

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

INPUT

INPUT

c) We use the following bureaux for Remote Batch Services:

Centrifile  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☒ OTHER (Specify) HOSKINS SYSTEMS LTD

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ ≥ £1000 < £5000  
☐ ≥ £5000 < £12000  
☐ ≥ £12000 < £25000  
☒ ≥ £25000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

● Batch Computing 120 % per annum growth/decline  
 ● Remote Computing \_\_\_\_\_ % per annum growth/decline  
 ● Interactive timesharing 120 % p.a. growth/decline

delete as appropriate

HOUSE TO HOUSE

MINI COMPUTERS

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☐      ☐      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory      ☒      ☒      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales      ☒      ☒      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel      ☒      ☒      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll      ☒      ☐      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing etc.

f) ☒ Financial Analysis and Planning      ☒      ☒      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes      ☐ no

Mr. J. Cooke  
Grp. Computer Services Manager  
Godfrey Davis  
Crown House  
North Circular Road  
London N.W.10

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6286

SIC 702

## TIMES TOP 1000 COMPANIES

Company Geoffrey Davis (in his) Ltd.  
 Address CLONN HOUSE  
MATHS SIDE AD  
LEWIS N N 10 200

Tel: 01 965 8733

Contact Name J. S. COOKE

Dept/Division COMPUTER

Title CHIEF SERVICES COMPUTER MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer NEC REDIFON  
 Model CENTURY 100 3C 116  
 Quantity 1 1

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q.3

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_  
 Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)  
☐ Remote Batch Computing ☐ see (c)  
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

c) We use the following bureaux for Remote Batch Services:

Centrellie

☐ U.C.C.

☐ S.I.A.

☐ U.C.S.L.

☐ I.B.M.

☐ COMPOWER

☐ COMPUTEL

☐ SCICON

☐ CDC

☐ LOWINDEX-AJAX

☐ OTHER (Specify) \_\_\_\_\_

☐

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.

☐ ADP

☐ COMSHARE

☐ IBM

☐ CRC

☐ ATKINS

☐ CDC

☐ OTHER (Specify) \_\_\_\_\_

☐

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000  
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000  
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_\_\_% per annum growth/decline  
☐ Remote Computing \_\_\_\_\_% per annum growth/decline  
☐ Interactive timesharing \_\_\_\_\_% p.a. growth/decline

delete as appropriate



Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) <input checked="" type="checkbox"/> Engineering/Scientific	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input type="checkbox"/> Production/Inventory	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input type="checkbox"/> Marketing/Sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	--------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input checked="" type="checkbox"/> Personnel	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input checked="" type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input checked="" type="checkbox"/> Financial Analysis and Planning	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ Yes ☐ No

Mr. W. Chisholm  
General Manager  
Hunting Group  
Hunting House  
Allensway  
Thornaby New Town Centre  
Cleveland

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

**INPUT**

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

## TIMES TOP 1000 COMPANIES

Company **HUNTING GROUP MANAGEMENT LTD.**  
 Address **COMPUTER CENTRE**  
**Hunting House, Allensway**  
**Thornaby, Cleveland**  
 Tel. (0312) 613021

Contact Name **W. CHITCHEL**  
 Dep/Division **COMPUTER**  
 Title \_\_\_\_\_

Date **12/59**  
 Interview No. **1259**  
 Reference \_\_\_\_\_

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer **ICL** Manufacturer **DEC**  
 Model **1801/1802/1803T** Model **PDP 11/50**  
 Quantity **3** Quantity **1**

Manufacturer \_\_\_\_\_ Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_ Model \_\_\_\_\_  
 Quantity \_\_\_\_\_ Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no → Please go to Q.3

Type of Terminal used **VDU** Type of Terminal used \_\_\_\_\_  
 Quantity **6** Quantity \_\_\_\_\_  
 Type of Terminal used \_\_\_\_\_ Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_ Quantity \_\_\_\_\_

Q.3. Do you use external bureau services?

☐ yes ☒ no → Please go to Q.6

a) They are used for  
☐ Batch Computing → see (b)  
☐ Remote Batch Computing → see (c)  
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Database for \_\_\_\_\_% of the company's total outside work  
☐ BARRC for \_\_\_\_\_% of the company's total outside work  
☐ CMG for \_\_\_\_\_% of the company's total outside work  
☐ ADP/Management Dynamics for \_\_\_\_\_% of the company's total outside work  
☐ GEEST/Cambridge Comp. Service for \_\_\_\_\_% of the company's total outside work  
☐ COMPUTEL for \_\_\_\_\_% of the company's total outside work  
☐ COMPOWER for \_\_\_\_\_% of the company's total outside work  
☐ IBM for \_\_\_\_\_% of the company's total outside work  
☐ CDC for \_\_\_\_\_% of the company's total outside work  
☐ OTHER (Specify) \_\_\_\_\_

c) We use the following bureaux for Remote Batch Services:

Centrifile  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWINDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000  
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000  
☐ ≥ £5,000 < £12,000

Q.6. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_\_\_% per annum growth/decline  
☐ Remote Computing \_\_\_\_\_% per annum growth/decline  
☐ Interactive timesharing \_\_\_\_\_% p.a. growth/decline

delete as  
appropriate



INPUT

TIMES TOP 1000 COMPANIES

Company WILSON DOCKS & HARBOUR CO  
Address PORT OF LIVERPOOL BUILDING  
212 HCB  
LIVERPOOL L3 1BZ  
Tel: 051 236 6010  
Contact Name G.A. WHITBY  
Dept/Division MANAGEMENT SERVICES

Date 14/25  
Interview No. 1425  
Reference           

Title General Operations Controller

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3  
Manufacturer IBM Model 370/135 Quantity 2

Manufacturer            Model            Quantity           

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no → Please go to Q.3  
Type of Terminal used 3277 Quantity 21  
Type of Terminal used 3284 Quantity 14

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q.6  
a) They are used for  
☐ Batch Computing            → see (b)  
☐ Remote Batch Computing            → see (c)  
☒ Interactive Time-sharing            → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datatolve  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GECST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify)           

for            % of the company's total outside work  
for            % of the company's total outside work  
for            % of the company's total outside work  
for            % of the company's total outside work  
for            % of the company's total outside work  
for            % of the company's total outside work  
for            % of the company's total outside work  
for            % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrifile  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify)           

for            % of the company's total outside work  
for            % of the company's total outside work  
for            % of the company's total outside work  
for            % of the company's total outside work  
for            % of the company's total outside work  
for            % of the company's total outside work  
for            % of the company's total outside work  
for            % of the company's total outside work  
for            % of the company's total outside work  
for            % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☒ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify)           

for            % of the company's total outside work  
for            % of the company's total outside work  
for            % of the company's total outside work  
for            % of the company's total outside work  
for            % of the company's total outside work  
for            % of the company's total outside work  
for            % of the company's total outside work  
for            % of the company's total outside work  
for            % of the company's total outside work  
for            % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☒ > £12,000 < £26,000  
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000  
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing            % per annum growth/decline  
☐ Remote Computing            % per annum growth/decline  
☐ Interactive timesharing            % p.a. growth/decline  
delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

- a) ☐ Engineering/Scientific      ☒      ☒      ☐
- b) ☐ Production/Inventory      ☒      ☒      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

c) ☐ Marketing/Sales      ☒      ☒      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

d) ☐ Personnel      ☒      ☒      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

e) ☐ General Accounting/Payroll      ☒      ☒      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

f) ☐ Financial Analysis and Planning      ☒      ☒      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes      ☐ no

Mr. G. Fenton  
Manager Computer Operations  
British Caledonian Airways  
London (Gatwick) Airport  
Horley  
Surrey

## A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

# INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288



## TIMES TOP 1000 COMPANIES

Company BRITISH INSURANCE NEWCASTLE LTD.Address STANDEX ASSECT,HEATH, SURREYREXLEY, RHV OLTTel: 01-666 9311Contact Name S. F. FENTONDept/Division COMPUTER SERVICES

Date

Interview No. 1324

Reference

Title COMPUTER OPS MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer IBM  
 Model 320138  
 Quantity 1

Manufacturer RAITHEN  
 Model ITS 1220  
 Quantity 2

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no → Please go to Q.3

Type of Terminal used IBM 3201  
 Quantity 6

Type of Terminal used Telex TC 222  
 Quantity 2

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q.6

a) They are used for

☒ Batch Computing → see (b)  
☐ Remote Batch Computing → see (c)  
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☒ BOC Datasolve  
☐ BARIC  
☐ CNG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☒ OTHER (Specify) RowK

for 5 % of the company's total outside work  
 for \_\_\_\_\_ % of the company's total outside work  
 for \_\_\_\_\_ % of the company's total outside work  
 for \_\_\_\_\_ % of the company's total outside work  
 for \_\_\_\_\_ % of the company's total outside work  
 for \_\_\_\_\_ % of the company's total outside work  
 for \_\_\_\_\_ % of the company's total outside work  
 for \_\_\_\_\_ % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centra

☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_ % of the company's total outside work  
 for \_\_\_\_\_ % of the company's total outside work  
 for \_\_\_\_\_ % of the company's total outside work  
 for \_\_\_\_\_ % of the company's total outside work  
 for \_\_\_\_\_ % of the company's total outside work  
 for \_\_\_\_\_ % of the company's total outside work  
 for \_\_\_\_\_ % of the company's total outside work  
 for \_\_\_\_\_ % of the company's total outside work  
 for \_\_\_\_\_ % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.

☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_ % of the company's total outside work  
 for \_\_\_\_\_ % of the company's total outside work  
 for \_\_\_\_\_ % of the company's total outside work  
 for \_\_\_\_\_ % of the company's total outside work  
 for \_\_\_\_\_ % of the company's total outside work  
 for \_\_\_\_\_ % of the company's total outside work  
 for \_\_\_\_\_ % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ ≥ £1000 < £5,000  
☐ ≥ £5,000 < £12,000  
☒ ≥ £12,000 < £25,000  
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

● Batch Computing 15 % per annum growth/decline  
 ● Remote Computing 10 % per annum growth/decline  
 ● Interactive time-sharing 0 % p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future.

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☐      ☐      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory      ☐      ☐      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales      ☒      ☒      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel      ☒      ☒      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll      ☒      ☒      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning      ☒      ☒      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ Yes      ☐ No

## A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

Mr. S.F. Bowyer  
DP Manager  
Andrew Weir & Co.  
21 Bury Street  
London EC3A 5AV

# INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

SIC 700, 800.

## TIMES TOP 1000 COMPANIES

Company Andrew Heir & Company Ltd.  
 Address 17A & 18 Bevis Marks,  
London  
EC3A 7BB

Tel: 01-283 1266

Contact Name S.F. Boyer

Dep/Division Data Processing Dept.

Title D. P.M.

Date 13/7  
 Interview No. 1317  
 Reference

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer I.C.L.  
 Model 19025  
 Quantity 1

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q.3

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.3. Do you use external bureaux services?

☒ yes ☐ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)  
☐ Remote Batch Computing ☐ see (c)  
☒ Interactive Time sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

c) We use the following bureaux for Remote Batch Services:

Centraflex  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☒ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

(Names withheld).

(% withheld).

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000  
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000  
☐ ≥ £5,000 < £12,000

(Withheld).

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_\_\_% per annum growth/decline  
☐ Remote Computing \_\_\_\_\_% per annum growth/decline  
☐ Interactive timesharing \_\_\_\_\_% p.a. growth/decline

delete as appropriate

(Withheld).

Q 6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific ☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory ☒ ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales ☒ ☒ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel ☐ ☐ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll ☒ ☒ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning ☒ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ Yes ☐ No

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

Mr. E. Ash  
DP Manager  
Adams Foods  
Buxton Road  
Leek  
Staffs

**INPUT**

500 CHESHAM HOUSE, 160 REGENT ST., LONDON W.1  
TEL: 01-439 6286

## TIMES TOP 1000 COMPANIES

Company ADAMS FOODS LTD  
 Address SPRINGFIELD RD  
LEEK  
STAFFS. ST3 6EN  
 Tel: LEEK 385111  
 Contact Name E.R. ASH (MR)  
 Dept/Division CENTRAL SERVICES

Title C.S. MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer ICL Model KEY EDIT Quantity 50  
1 16 KEYSTAT

Manufacturer \_\_\_\_\_ Model \_\_\_\_\_ Quantity \_\_\_\_\_  
 \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used 7502 + VDU's Type of Terminal used \_\_\_\_\_  
 Quantity 3 x 7502 Quantity 5 VDU's  
 Type of Terminal used \_\_\_\_\_ Quantity \_\_\_\_\_

Q.3. Do you use external bureaux services?

☒ yes ☐ no ☐ Please go to Q.6

a) They are used for

☒ Batch Computing ☐ see (b)  
☐ Remote Batch Computing ☐ see (c)  
☒ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for \_\_\_\_\_% of the company's total outside work  
☐ BARIC for \_\_\_\_\_% of the company's total outside work  
☐ CMG for \_\_\_\_\_% of the company's total outside work  
☐ ADP/Management Dynamics for \_\_\_\_\_% of the company's total outside work  
☐ GEEST/Cambridge Comp. Service for \_\_\_\_\_% of the company's total outside work  
☐ COMPUTEL for \_\_\_\_\_% of the company's total outside work  
☒ COMPOWER for \_\_\_\_\_% of the company's total outside work  
☐ IBM for \_\_\_\_\_% of the company's total outside work  
☐ CDC for \_\_\_\_\_% of the company's total outside work  
☐ OTHER (Specify) \_\_\_\_\_

c) We use the following bureaux for Remote Batch Services

Centrifile ☐  
 U.C.C. ☐  
 S.I.A. ☐  
 U.C.S.L. ☐  
 I.B.M. ☐  
 COMPOWER ☐  
 COMPUTEL ☐  
 SCICON ☐  
 CDC ☐  
 LOWNDES-AJAX ☐  
 OTHER (Specify) ☐

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S. ☐  
 ADP ☐  
 COMSHARE ☐  
 IBM ☐  
 CRC ☐  
 ATKINS ☐  
 CDC ☐  
 OTHER (Specify) ☒ GAMMA ADP

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☒ > £12,000 < £25,000  
☐ > £1000 < £5,000 ☐ > £25,000  
☐ > £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☒ Batch Computing 100 % per annum growth/decline  
☐ Remote Computing \_\_\_\_\_ % per annum growth/decline  
☐ Interactive time-sharing 50 % p.a. growth/decline  
 delete as appropriate



Q 6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☐      ☐      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory      ☒      ☒      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales      ☐      ☐      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel      ☒      ☒      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll      ☒      ☒      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning      ☐      ☒      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ Yes      ☐ No

Mr. J. Bowen  
DP Manager  
Fyffes Group  
15 Stratton Street  
Piccadilly  
London W1A 2LL

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

**INPUT**

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

## TIMES TOP 1000 COMPANIES

Company FYFES GROUP LTD  
 Address 15, STRATTON STREET,  
LEICESTER  
LE1 2LL  
 Tel: 01-459-3411  
 Contact Name BOHLEN (MR)  
 Dept/Division COMPUTER SERVICES

Title DPM

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer IBM  
 Model 360/40  
 Quantity 1

Manufacturer DATABYNT  
 Model 3200  
 Quantity 1

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q.3

Type of Terminal used \_\_\_\_\_ Quantity \_\_\_\_\_  
 Type of Terminal used \_\_\_\_\_ Quantity \_\_\_\_\_  
 Type of Terminal used \_\_\_\_\_ Quantity \_\_\_\_\_

Q.3. Do you use external bureau services?

☐ yes ☒ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)  
☐ Remote Batch Computing ☐ see (c)  
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for \_\_\_\_% of the company's total outside work  
☐ BARIC for \_\_\_\_% of the company's total outside work  
☐ CMG for \_\_\_\_% of the company's total outside work  
☐ ADP/Management Dynamics for \_\_\_\_% of the company's total outside work  
☐ GEEST/Cambridge Comp. Service for \_\_\_\_% of the company's total outside work  
☐ COMPUTEL for \_\_\_\_% of the company's total outside work  
☐ COMPOWER for \_\_\_\_% of the company's total outside work  
☐ IBM for \_\_\_\_% of the company's total outside work  
☐ CDC for \_\_\_\_% of the company's total outside work  
☐ OTHER (Specify) \_\_\_\_\_ for \_\_\_\_% of the company's total outside work

INPUT

INPUT

c) We use the following bureaux for Remote Batch Services:

Controlle \_\_\_\_\_  
 U.C.C. ☐ for \_\_\_\_% of the company's total outside work  
 S.I.A. ☐ for \_\_\_\_% of the company's total outside work  
 U.C.S.L. ☐ for \_\_\_\_% of the company's total outside work  
 I.B.M. ☐ for \_\_\_\_% of the company's total outside work  
 COMPOWER ☐ for \_\_\_\_% of the company's total outside work  
 COMPUTEL ☐ for \_\_\_\_% of the company's total outside work  
 SCICON ☐ for \_\_\_\_% of the company's total outside work  
 CDC ☐ for \_\_\_\_% of the company's total outside work  
 LOWNDES-AJAX ☐ for \_\_\_\_% of the company's total outside work  
 OTHER (Specify) ☐ for \_\_\_\_% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S. ☐ for \_\_\_\_% of the company's total outside work  
 ADP ☐ for \_\_\_\_% of the company's total outside work  
 COMSHARE ☐ for \_\_\_\_% of the company's total outside work  
 IBM ☐ for \_\_\_\_% of the company's total outside work  
 CRC ☐ for \_\_\_\_% of the company's total outside work  
 ATKINS ☐ for \_\_\_\_% of the company's total outside work  
 CDC ☐ for \_\_\_\_% of the company's total outside work  
 OTHER (Specify) ☐ for \_\_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000  
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000  
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_\_% per annum growth/decline  
☐ Remote Computing \_\_\_\_% per annum growth/decline  
☐ Interactive timesharing \_\_\_\_% p.a. growth/decline

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for \_\_\_\_% of the company's total outside work  
☐ BARIC for \_\_\_\_% of the company's total outside work  
☐ CMG for \_\_\_\_% of the company's total outside work  
☐ ADP/Management Dynamics for \_\_\_\_% of the company's total outside work  
☐ GEEST/Cambridge Comp. Service for \_\_\_\_% of the company's total outside work  
☐ COMPUTEL for \_\_\_\_% of the company's total outside work  
☐ COMPOWER for \_\_\_\_% of the company's total outside work  
☐ IBM for \_\_\_\_% of the company's total outside work  
☐ CDC for \_\_\_\_% of the company's total outside work  
☐ OTHER (Specify) \_\_\_\_\_ for \_\_\_\_% of the company's total outside work

Q 6 Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☐      ☐      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory      ☒      ☐      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales      ☒      ☐      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel      ☐      ☒      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll      ☒      ☐      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning      ☐      ☐      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes      ☐ no

**INPUT**

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 0286

A SURVEY OF THE

**TIMES TOP 1000 COMPANIES**

Mr. A. Brunton  
National Computer Manager  
Makro Self Service Wholesalers  
Emerson House  
Albert Street  
Eccles  
Manchester M30 0LJ

510 8/10 6/12

## TIMES TOP 1000 COMPANIES

Company MARKS & SPENCER LIMITED LD.  
 Address EMERSON HOUSE  
MARKET ST

Tel: 061-707-1881  
LEECH, MANCHESTER

Contact Name A. BANTON

Dept/Division \_\_\_\_\_

Title MANAGEMENT MANAGER

Date \_\_\_\_\_  
 Interview No. 1319  
 Reference \_\_\_\_\_

## Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer IBM  
 Model 370/155/2  
 Quantity 1

Manufacturer HONEYWELL PACKARD  
 Model DUAL 3000 SYSTEMS  
 Quantity 7

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

## Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no → Please go to Q.3

Type of Terminal used IBM SCREENS  
 Quantity 114  
 Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Type of Terminal used TIME-MULTIPLIX on M.P.  
 Quantity 25 256 16 system.  
 Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

## Q.3. Do you use external bureau services?

☐ yes ☒ no → Please go to Q.6

a) They are used for

☐ Batch Computing → see (b)  
☐ Remote Batch Computing → see (c)  
☐ Interactive Time-sharing → see (d)

## b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for \_\_\_\_\_% of the company's total outside work  
☐ BAHIC for \_\_\_\_\_% of the company's total outside work  
☐ CMG for \_\_\_\_\_% of the company's total outside work  
☐ ADP/Management Dynamics for \_\_\_\_\_% of the company's total outside work  
☐ GEEST/Cambridge Comp. Service for \_\_\_\_\_% of the company's total outside work  
☐ COMPUTEL for \_\_\_\_\_% of the company's total outside work  
☐ COMPOWER for \_\_\_\_\_% of the company's total outside work  
☐ IBM for \_\_\_\_\_% of the company's total outside work  
☐ CDC for \_\_\_\_\_% of the company's total outside work  
☐ OTHER (Specify) \_\_\_\_\_ for \_\_\_\_\_% of the company's total outside work

## c) We use the following bureaux for Remote Batch Services

Centrifile

☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

## d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.

☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

## Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12 000 < £26 000  
☐ ≥ £1000 < £5 000 ☐ ≥ £26 000  
☐ ≥ £5 000 < £12 000

## Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_\_\_% per annum growth/decline  
☐ Remote Computing \_\_\_\_\_% per annum growth/decline  
☐ Interactive timesharing \_\_\_\_\_% p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☐      ☐      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory      ☐      ☐      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales      ☐      ☒      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel      ☐      ☒      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll      ☒      ☐      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning      ☐      ☒      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ Yes      ☐ No

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

**INPUT**

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-435 6206

INPUT



# INPUT

## TIMES TOP 1000 COMPANIES

Company Ortel Computers Ltd  
 Address Ortel House, 57 Colindale Avenue, Hendon, Middlesex HA8 5EG  
 Tel: 0702-64411  
 Contact Name Mr J H Latham  
 Dept/Division M.I.S.

Title Group Controller of M.I.R.

### c) We use the following bureaux for Remote Batch Services

Centrifile  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify) ☐

for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
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 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work

### Q.1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q.3

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

### Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q.3

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_  
 Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_  
 Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

### Q.3. Do you use external bureau services?

☒ yes ☐ no → Please go to Q.6

a) They are used for  
☐ Batch Computing → see (b)  
☒ Remote Batch Computing → see (c)  
☐ Interactive Time-sharing → see (d)

### b) We use the following bureaux for Batch Services:

☒ BOC Datasolve (i.e. B.I.R. Data) for 90% of the company's total outside work  
☐ BARIC for \_\_\_% of the company's total outside work  
☐ CNG for \_\_\_% of the company's total outside work  
☐ ADP/Management Dynamics for \_\_\_% of the company's total outside work  
☐ GEEST/Cambridge Comp. Service for \_\_\_% of the company's total outside work  
☐ COMPUTEL for \_\_\_% of the company's total outside work  
☐ COMPOWER for \_\_\_% of the company's total outside work  
☐ IBM for \_\_\_% of the company's total outside work  
☐ CDC for \_\_\_% of the company's total outside work  
☒ OTHER (Specify) U.C. Centrifile for 10% of the company's total outside work

### d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify) ☐

for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work

### Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ ≥ £1000 < £5,000  
☐ ≥ £5,000 < £12,000  
☐ ≥ £12,000 < £25,000  
☒ ≥ £25,000

### Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☒ Batch Computing N/A % per annum growth/decline  
☐ Remote Computing 20 % per annum growth/decline  
☐ Interactive timesharing 10 % p.a. growth/decline  
 delete as appropriate

O.B. Finally, please check those applications which your company presently uses or will use in the future.

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☐      ☐      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory      ☐      ☐      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales      ☐      ☐      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel      ☐      ☐      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll      ☒      ☐      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning      ☐      ☐      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☐ Yes      ☒ No

Mr. R. Wild  
Spar Food Holdings  
32/40 Headstone Drive  
Harrow  
Middlesex

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

**INPUT**

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 8288

# TIMES TOP 1000 COMPANIES

Company SAR (U.K.) LTD  
 Address 32 HEATON DRIVE  
HARLOW  
U.K.

Tel: \_\_\_\_\_  
 Contact Name \_\_\_\_\_  
 Dept/Division \_\_\_\_\_  
 Title \_\_\_\_\_

Q.1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q.3

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q.3

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q.6

a) They are used for

☒ Batch Computing → see (b)  
☐ Remote Batch Computing → see (c)  
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datastore for \_\_\_\_\_% of the company's total outside work  
☐ BARIC for \_\_\_\_\_% of the company's total outside work  
☐ CMG for \_\_\_\_\_% of the company's total outside work  
☐ ADP/Management Dynamics for \_\_\_\_\_% of the company's total outside work  
☐ GEEST/Cambridge Comp. Service for \_\_\_\_\_% of the company's total outside work  
☐ COMPUTEL for \_\_\_\_\_% of the company's total outside work  
☐ COMPOWER for \_\_\_\_\_% of the company's total outside work  
☐ IBM for \_\_\_\_\_% of the company's total outside work  
☐ CDC for \_\_\_\_\_% of the company's total outside work  
☐ OTHER (Specify) C.S.L. for 10.3% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrifile

☐ U.C.C. for \_\_\_\_\_% of the company's total outside work  
☐ S.I.A. for \_\_\_\_\_% of the company's total outside work  
☐ U.C.S.L. for \_\_\_\_\_% of the company's total outside work  
☐ I.B.M. for \_\_\_\_\_% of the company's total outside work  
☐ COMPOWER for \_\_\_\_\_% of the company's total outside work  
☐ COMPUTEL for \_\_\_\_\_% of the company's total outside work  
☐ SCICON for \_\_\_\_\_% of the company's total outside work  
☐ CDC for \_\_\_\_\_% of the company's total outside work  
☐ LOWNDES-AJAX for \_\_\_\_\_% of the company's total outside work  
☐ OTHER (Specify) \_\_\_\_\_ for \_\_\_\_\_% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.

☐ ADP for \_\_\_\_\_% of the company's total outside work  
☐ COMSHARE for \_\_\_\_\_% of the company's total outside work  
☐ IBM for \_\_\_\_\_% of the company's total outside work  
☐ CRC for \_\_\_\_\_% of the company's total outside work  
☐ ATKINS for \_\_\_\_\_% of the company's total outside work  
☐ CDC for \_\_\_\_\_% of the company's total outside work  
☐ OTHER (Specify) \_\_\_\_\_ for \_\_\_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☒ ≥ £12,000 < £25,000  
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000  
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing 1% per annum growth/decline  
☐ Remote Computing \_\_\_\_\_% per annum growth/decline  
☐ Interactive time-sharing \_\_\_\_\_% p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

- a) ☐ Engineering/Scientific      ☐      ☐      ☐
- b) ☐ Production/Inventory      ☐      ☒      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

c) ☐ Marketing/Sales      ☒      ☒      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

d) ☐ Personnel      ☒      ☒      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

e) ☐ General Accounting/Payroll      ☒      ☒      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

f) ☐ Financial Analysis and Planning      ☒      ☒      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes      ☐ no

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

Mr. G. Philp  
Data Proc. Manager  
Chevron Oil UK  
Rothschild House  
Whitgift Centre  
Croydon  
Surrey CR9 3QQ

**INPUT**

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6236

# INPUT

## TIMES TOP 1000 COMPANIES

Company: CITICORP OIL & GAS LTD  
 Address: 401 RUSSELL STREET  
WILMINGTON, DELAWARE 19801  
COASTAL CANYON 300

Tel: 686-0444  
 Contact Name: GR. G. G. G.  
 Dept/Division: DATA PROCESSING

Title: \_\_\_\_\_

Q.1. Does your company have its own in-house computers? see notes

☐ yes ☒ no → Please go to Q.3

Manufacturer: IBM  
 Model: 370  
 Quantity: 012

Manufacturer: IBM  
 Model: 370  
 Quantity: 012

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q.3

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.3. Do you use external bureaus services?

\* ☒ yes ☐ no → Please go to Q.6

a) They are used for

☐ Batch Computing → see (b)  
☐ Remote Batch Computing → see (c)  
☐ Interactive Time-sharing → see (d)

b) We use the following bureaus for Batch Services:

☐ BOC Datasolve  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

## INPUT

\* see notes that follow

c) We use the following bureaus for Remote Batch Services:

Cantrille  
☐ UCC  
☐ SIA  
☐ UCSL  
☐ IBM  
☐ COMPOWER  
☐ COMPUTEL  
☐ SOCON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

d) We use the following bureaus for Interactive Time Sharing Services:

Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ > £1000 < £5,000  
☒ > £5,000 < £12,000  
☐ > £12,000 < £25,000  
☒ > £25,000 note

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_\_\_% per annum growth/decline  
☐ Remote Computing \_\_\_\_\_% per annum growth/decline  
☐ Interactive timesharing \_\_\_\_\_% p.a. growth/decline

\* Canceled in the U.K. Use the format of our Computer Services Company which is located in the above-mentioned format is also used by other overseas companies based in Europe. We use a data input. 100 Word 74 Boston Terminal



Q 6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☐      ☐      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory      ☐      ☐      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales      ☐      ☐      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel      ☐      ☐      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll      ☒      ☒      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning      ☒      ☒      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes      ☐ no

INPUT

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

Mr. I. Fergus  
DP Manager  
Continental (London)  
P & O Building  
122/ 138 Leadenhall Street  
London EC3

SAC 8/72

## TIMES TOP 1000 COMPANIES

Company COMINTAX (LONDON) LTD  
 Address P 80 BUILDING  
122-133 KENYON STREET  
LONDON EC4N 4BA  
 Tel: 1833 233 4222  
 Contact Name JAN FLETCHER  
 Dept/Division DATA PROCESSING

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer IBM  
 Model SYSTEM 3 MODEL 8  
 Quantity 1

Up to  
Oct 78

Manufacturer IBM  
 Model SYSTEM 34  
 Quantity 1

For  
Oct  
78

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used 3741  
 Quantity 2 (1 London 1 Bristol)

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Type of Terminal used PRIME 400  
 Quantity \_\_\_\_\_

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.3. Do you use external bureaux services?

☒ yes ☐ no ☐ Please go to Q.6

a) They are used for

☒ Batch Computing ☐ see (b)  
☐ Remote Batch Computing ☐ see (c)  
☐ Interactive Time sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☒ OTHER (Specify) KNIGHTS FOR DIALOG. COMPUS FOR CONTACT PROGRAMING

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrifile  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCCON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☒ ≥ £1000 < £5,000  
☐ ≥ £5,000 < £12,000  
☐ ≥ £12,000 < £25,000  
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_\_\_% per annum growth/decline  
☐ Remote Computing \_\_\_\_\_% per annum growth/decline  
☐ Interactive timesharing \_\_\_\_\_% p.a. growth/decline

delete as  
appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific ☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory ☒ ☐ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales ☒ ☒ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel ☒ ☒ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll ☒ ☐ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning ☒ ☒ ☐

Typical Applications include: Cash Flow Forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes ☐ no

INPUT

SIC 821 821

Mr. P. Richmond  
DP Manager  
Macarthys Ltd  
Macron House  
Seymer Road  
Romford  
Essex

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

## TIMES TOP 1000 COMPANIES

Company MACHARTAYS LIMITED  
 Address DIAGONAL HOUSE  
SEYMOUR ROAD  
ROBINSON ESTATE Rm 143K  
 Tel: CONCORD 48033  
 Contact Name MR. P. REMOND  
 Dept/Division COMPUTER

Title MANAGER, DATA PROCESSING

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer UNIVAC Model 90/30 Quantity 4  
 Manufacturer                      Model                      Quantity                     

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used CONCORD PPS 700 Quantity 20 +  
 Type of Terminal used                      Quantity                     

Q.3. Do you use external bureau services?

☐ yes ☒ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing                      see (b)  
☐ Remote Batch Computing                      see (c)  
☐ Interactive Time-sharing                      see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Dataflow                      for                      % of the company's total outside work  
☐ BANC                      for                      % of the company's total outside work  
☐ CMG                      for                      % of the company's total outside work  
☐ ADP/Management Dynamics                      for                      % of the company's total outside work  
☐ GEEST/Cambridge Comp. Service                      for                      % of the company's total outside work  
☐ COMPUTEL                      for                      % of the company's total outside work  
☐ COMPOWER                      for                      % of the company's total outside work  
☐ IBM                      for                      % of the company's total outside work  
☐ CDC                      for                      % of the company's total outside work  
☐ OTHER (Specify)                      for                      % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrifile  
☐ U.C.C.                      for                      % of the company's total outside work  
☐ S.I.A.                      for                      % of the company's total outside work  
☐ U.C.S.L.                      for                      % of the company's total outside work  
☐ I.B.M.                      for                      % of the company's total outside work  
☐ COMPOWER                      for                      % of the company's total outside work  
☐ COMPUTEL                      for                      % of the company's total outside work  
☐ SCICON                      for                      % of the company's total outside work  
☐ CDC                      for                      % of the company's total outside work  
☐ LOWNDES-AJAX                      for                      % of the company's total outside work  
☐ OTHER (Specify)                      for                      % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.                      for                      % of the company's total outside work  
☐ ADP                      for                      % of the company's total outside work  
☐ COMSHARE                      for                      % of the company's total outside work  
☐ IBM                      for                      % of the company's total outside work  
☐ CRC                      for                      % of the company's total outside work  
☐ ATKINS                      for                      % of the company's total outside work  
☐ CDC                      for                      % of the company's total outside work  
☐ OTHER (Specify)                      for                      % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000  
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000  
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing                      % per annum growth/decline  
☐ Remote Computing                      % per annum growth/decline  
☐ Interactive timesharing                      % p.a. growth/decline  
                     delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☐      ☐      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory      ☒      ☒      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales      ☒      ☒      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel      ☐      ☒      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll      ☒      ☒      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning      ☐      ☒      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes      ☐ no

Mr. D.B. Mitchell  
A. Oppenheimer & Co.  
38 Finsbury Square  
London EC2

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

**INPUT**

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288



## TIMES TOP 1000 COMPANIES

Company **A. OPPENHEIMER & CO. LTD.**Address **33, FINCHLEY SQUARE****LEICESTER SQUARE**

Tel:

Contact Name **D. & M. TULLY**

Dept/Division

Title

Data

Interview No. **1485**

Reference

## Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer **IBM**  
 Model **S/360 3**  
 Quantity **1**

Manufacturer **PHILIPS**  
 Model **8441 30144**  
 Quantity **1**

Manufacturer  
 Model  
 Quantity

Manufacturer  
 Model  
 Quantity

## Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no → Please go to Q.3

Type of Terminal used  
 Quantity

Type of Terminal used  
 Quantity

Type of Terminal used  
 Quantity

Type of Terminal used  
 Quantity

## Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q.6

a) They are used for

☒ Batch Computing → see (b)  
☐ Remote Batch Computing → see (c)  
☐ Interactive Time-sharing → see (d)

## b) We use the following bureaux for Batch Services:

☐ BOC Datasolve  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify) **IBM Data-Link Black**

for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for 100% of the company's total outside work

## c) We use the following bureaux for Remote Batch Services

Centrifile

☐ U.C.C.☐ S.I.A.☐ U.C.S.L.☐ I.B.M.☐ COMPOWER☐ COMPUTEL☐ SCICON☐ CDC☐ LOWNDES-AJAX☐ OTHER (Specify)

for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work

## d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.☐ ADP☐ COMSHARE☐ IBM☐ CRC☐ ATKINS☐ CDC☐ OTHER (Specify)

for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work

## Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ > £1000 < £5,000  
☐ > £5,000 < £12,000  
☐ ≥ £12,000 < £25,000  
☒ ≥ £25,000

## Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

● Batch Computing \_\_\_% per annum growth/decline  
 ● Remote Computing \_\_\_% per annum growth/decline  
 ● Interactive timesharing \_\_\_% p.a. growth/decline

delete as appropriate

all nil growth in use

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☒ Engineering/Scientific      ☒      ☒      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory      ☒      ☒      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales      ☐      ☐      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel      ☐      ☒      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll      ☒      ☒      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning      ☒      ☒      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ Yes      ☐ No

Mr. C. Knight  
Operations Manager  
Robbery Owen Higgs,  
Booth Street  
Darlaston WS10 8JD

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6286

## TIMES TOP 1000 COMPANIES

Company Liberty Children Group Service Ltd  
 Address Booth Street  
Darlington  
West Midlands  
 Tel. 021-526-3131 Ext 398  
 Contact Name C. J. Knight  
 Dept/Division Children's Computer Service

Date Interview No. 1296  
 Reference

Q.1. Does your company have its own in-house computers?  
☒ yes ☐ no → Please go to Q.3

Manufacturer Univac  
 Model 9060  
 Quantity 1

Manufacturer   
 Model   
 Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no → Please go to Q.3  
 Type of Terminal used VT 320  
 Quantity 1  
 Type of Terminal used Univac 220  
 Quantity 4 (shared)

Q.3. Do you use external bureau services?

☒ yes ☒ no → Please go to Q.6  
 a) They are used for  
☒ Batch Computing → see (b)  
☒ Remote Batch Computing → see (c)  
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Database  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☒ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☒ IBM  
☐ CDC  
☐ OTHER (Specify)

for 3 % of the company's total outside work  
 for 3 % of the company's total outside work  
 for 3 % of the company's total outside work  
 for 3 % of the company's total outside work  
 for 3 % of the company's total outside work  
 for 85 % of the company's total outside work  
 for 3 % of the company's total outside work

c) We use the following bureaux for Remote Batch Services:

Centrafile  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☒ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWINDES-AJAX  
☐ OTHER (Specify)

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify)

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ ≥ £1000 < £5000  
☐ ≥ £5000 < £12,000  
☒ ≥ £12,000 < £25,000  
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☒ Batch Computing 100 % per annum growth/decline  
☒ Remote Computing 100 % per annum growth/decline  
☒ Interactive time-sharing 100 % p.a. growth/decline

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input checked="" type="checkbox"/> Production/Inventory	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input type="checkbox"/> Marketing/Sales	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input type="checkbox"/> Personnel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---------------------------------------	--------------------------	--------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input checked="" type="checkbox"/> General Accounting/Payroll	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input checked="" type="checkbox"/> Financial Analysis and Planning	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	-------------------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes ☐ no

Mr. B. Townsend  
Systems Development Mgr.  
Sangers Group  
Diploma House  
Grammer School Walk  
Huntingdon  
Cambridgeshire

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

**INPUT**

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

## TIMES TOP 1000 COMPANIES

Company THE SINGLES GROUP LTD  
 Address DIPLOMA HOUSE  
60-70-72-74-76-78-80-82-84-86-88-90-92-94-96-98-100-102-104-106-108-110-112-114-116-118-120-122-124-126-128-130-132-134-136-138-140-142-144-146-148-150-152-154-156-158-160-162-164-166-168-170-172-174-176-178-180-182-184-186-188-190-192-194-196-198-200-202-204-206-208-210-212-214-216-218-220-222-224-226-228-230-232-234-236-238-240-242-244-246-248-250-252-254-256-258-260-262-264-266-268-270-272-274-276-278-280-282-284-286-288-290-292-294-296-298-300-302-304-306-308-310-312-314-316-318-320-322-324-326-328-330-332-334-336-338-340-342-344-346-348-350-352-354-356-358-360-362-364-366-368-370-372-374-376-378-380-382-384-386-388-390-392-394-396-398-400-402-404-406-408-410-412-414-416-418-420-422-424-426-428-430-432-434-436-438-440-442-444-446-448-450-452-454-456-458-460-462-464-466-468-470-472-474-476-478-480-482-484-486-488-490-492-494-496-498-500-502-504-506-508-510-512-514-516-518-520-522-524-526-528-530-532-534-536-538-540-542-544-546-548-550-552-554-556-558-560-562-564-566-568-570-572-574-576-578-580-582-584-586-588-590-592-594-596-598-600-602-604-606-608-610-612-614-616-618-620-622-624-626-628-630-632-634-636-638-640-642-644-646-648-650-652-654-656-658-660-662-664-666-668-670-672-674-676-678-680-682-684-686-688-690-692-694-696-698-700-702-704-706-708-710-712-714-716-718-720-722-724-726-728-730-732-734-736-738-740-742-744-746-748-750-752-754-756-758-760-762-764-766-768-770-772-774-776-778-780-782-784-786-788-790-792-794-796-798-800-802-804-806-808-810-812-814-816-818-820-822-824-826-828-830-832-834-836-838-840-842-844-846-848-850-852-854-856-858-860-862-864-866-868-870-872-874-876-878-880-882-884-886-888-890-892-894-896-898-900-902-904-906-908-910-912-914-916-918-920-922-924-926-928-930-932-934-936-938-940-942-944-946-948-950-952-954-956-958-960-962-964-966-968-970-972-974-976-978-980-982-984-986-988-990-992-994-996-998-1000

Tel: 0480-57481  
 Contact Name MR B C TOLUEN  
 Dept/Division DATA PROCESSING

Title SYSTEMS DEVELOPMENT  
MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer IBM  
 Model 370/135  
 Quantity 140

Manufacturer IBM  
 Model 370  
 Quantity ONE

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q.3

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_  
 Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_  
 Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.3. Do you use external bureau services?

☐ yes ☒ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)  
☐ Remote Batch Computing ☐ see (c)  
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centelle

☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CHC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000  
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000  
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_\_\_% per annum growth/decline  
☐ Remote Computing \_\_\_\_\_% per annum growth/decline  
☐ Interactive timesharing \_\_\_\_\_% p.a. growth/decline

delete as appropriate



Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

- a) ☐ Engineering/Scientific      ☐      ☐      ☐
- b) ☐ Production/Inventory      ☐      ☐      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

- c) ☐ Marketing/Sales      ☒      ☒      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

- d) ☐ Personnel      ☐      ☐      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

- e) ☐ General Accounting/Payroll      ☒      ☒      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

- f) ☐ Financial Analysis and Planning      ☐      ☐      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes      ☐ no

Mr. S.M. Perry  
Accounts Manager  
George Wills & Son (Holdings)  
Epworth House  
25-35 City Road  
London EC1Y 1AN

## A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

# INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

314422  
8122

## TIMES TOP 1000 COMPANIES

Company GEORGE WILKES SONS (HOLDINGS) LTD  
 Address 25/26 CITY ROUTE  
LEEDS LS1

Tel: 011 606 6311  
 Contact Name S H PERCY  
 Dept/Division ACCOUNTS

Title Chief Accountant

Date                       
 Interview No. 1442  
 Reference                     

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer NSR  
 Model 514  
 Quantity 2

Manufacturer                       
 Model                       
 Quantity                     

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q.3

Type of Terminal used                      Quantity                       
 Type of Terminal used                      Quantity                       
 Type of Terminal used                      Quantity                     

Q.3. Do you use external bureaux services?

☒ yes ☐ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing                      ☐ see (b)  
☐ Remote Batch Computing                      ☐ see (c)  
☐ Interactive Time-sharing                      ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Database                       
☐ BARIC                       
☒ CMG                       
☐ ADP/Management Dynamics                       
☐ GEEST/Cambridge Comp. Service                       
☐ COMPUTEL                       
☐ COMPOWER                       
☐ IBM                       
☐ CDC                       
☐ OTHER (Specify)                     

for                      % of the company's total outside work  
 for                      % of the company's total outside work  
 for                      % of the company's total outside work  
 for                      % of the company's total outside work  
 for                      % of the company's total outside work  
 for                      % of the company's total outside work  
 for                      % of the company's total outside work  
 for                      % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centreline  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWIDES-AJAX  
☐ OTHER (Specify)                     

for                      % of the company's total outside work  
 for                      % of the company's total outside work  
 for                      % of the company's total outside work  
 for                      % of the company's total outside work  
 for                      % of the company's total outside work  
 for                      % of the company's total outside work  
 for                      % of the company's total outside work  
 for                      % of the company's total outside work  
 for                      % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify)                     

for                      % of the company's total outside work  
 for                      % of the company's total outside work  
 for                      % of the company's total outside work  
 for                      % of the company's total outside work  
 for                      % of the company's total outside work  
 for                      % of the company's total outside work  
 for                      % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☒ < £1000  
☐ ≥ £1000 < £5,000  
☐ ≥ £5,000 < £12,000  
☐ ≥ £12,000 < £25,000  
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing                      % per annum growth/decline  
☐ Remote Computing                      % per annum growth/decline  
☐ Interactive timesharing                      % p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☐      ☐      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory      ☒      ☒      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales      ☒      ☒      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel      ☐      ☐      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll      ☐      ☐      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning      ☒      ☒      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes      ☐ no

**INPUT**

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

A SURVEY OF THE

**TIMES TOP 1000 COMPANIES**

Mr. M.J.E. Andrews  
DP Manager  
Augustus Barnett & Son  
North Woolwich Road  
London E16 2BN

SVC 820

1452

## TIMES TOP 1000 COMPANIES

Company AUGUSTUS BARNETT & SON LTD.Address 100 NORTH WOLWICH ROAD  
SILVERDALETelephone 01-436-1477Contact Name M. S. E. ANDERSONDept/Division DATA PROCESSINGTitle D.P. MANAGERDate 1982Interview No. 1452Reference                     

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q. 3Manufacturer DECIMAL  
Model PDP-11/25  
Quantity 1Manufacturer                       
Model                       
Quantity                     

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q. 3Type of Terminal used TELETYPE V.D.M.  
Quantity 14Type of Terminal used                       
Quantity                     

Q.3. Do you use external bureaux services?

☒ yes ☐ no ☐ Please go to Q. 6

a) They are used for

☒ Batch Computing ☐ see (b)  
☐ Remote Batch Computing ☐ see (c)  
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datastore for \_\_\_% of the company's total outside work

☐ BARIC for \_\_\_% of the company's total outside work

☐ CMG for \_\_\_% of the company's total outside work

☐ ADP/Management Dynamics for \_\_\_% of the company's total outside work

☐ GEEST/Cambridge Comp. Service for \_\_\_% of the company's total outside work

☐ COMPUTEL for \_\_\_% of the company's total outside work

☐ COMPOWER for \_\_\_% of the company's total outside work

☐ IBM for \_\_\_% of the company's total outside work

☐ CDC for \_\_\_% of the company's total outside work

☒ OTHER (Specify) DOUGLAS MOORE for 10% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centelle

☐ U.C.C.☐ S.I.A.☐ U.C.S.L.☐ I.B.M.☐ COMPOWER☐ COMPUTEL☐ SCICON☐ CDC☐ LOWNDES-AJAX☐ OTHER (Specify)                     

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.☐ ADP☐ COMSHARE☐ IBM☐ CRC☐ ATKINS☐ CDC☐ OTHER (Specify)                     

for \_\_\_% of the company's total outside work

for \_\_\_% of the company's total outside work

for \_\_\_% of the company's total outside work

for \_\_\_% of the company's total outside work

for \_\_\_% of the company's total outside work

for \_\_\_% of the company's total outside work

for \_\_\_% of the company's total outside work

for \_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000

☒ ≥ £1000 < £5,000 ☐ ≥ £25,000

☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

- Batch Computing 5% per annum growth/decline
- Remote Computing 0% per annum growth/decline
- Interactive timesharing 0% p.a. growth/decline

delete as appropriate

Q.6 Finally, please check those applications which your company presently uses or will use in the future:

SIC 820

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APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific ☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory ☐ ☐ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales ☒ ☒ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel ☒ ☒ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll ☒ ☒ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning ☒ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes ☐ no

A SURVEY OF THE

## TIMES TOP 1000 COMPANIES

Mr. Burnside  
Bishops Stores  
Stonefield Way  
Ruislip  
Middlesex HA4 0JR

# INPUT

500 CHESHAM HOUSE, 160 REGENT ST., LONDON W.1  
TEL: 01-439 6288



## TIMES TOP 1000 COMPANIES

Company BISHOP'S STORE SERVICES LTDAddress STONEFIELD WAYAVILIPALPHALEX HAY ORTel: 01-422-3422Contact Name MR J D GUNSIDEDept/Division DATA PROCESSINGTitle COMPUTER OPERATIONAL MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

☐ Manufacturer IBM  
☐ Model 370/125  
☐ Quantity 1

☐ Manufacturer \_\_\_\_\_  
☐ Model \_\_\_\_\_  
☐ Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no ☐ Please go to Q.3

☐ Type of Terminal used \_\_\_\_\_  
☐ Quantity \_\_\_\_\_

☐ Type of Terminal used \_\_\_\_\_  
☐ Quantity \_\_\_\_\_

Q.3. Do you use external bureau services?

☐ yes ☒ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)  
☐ Remote Batch Computing ☐ see (c)  
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

INPUT

INP

c) We use the following bureaux for Remote Batch Services:

Centrille

☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.

☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ ≥ £1000 < £5,000  
☐ ≥ £5,000 < £12,000  
☐ ≥ £12,000 < £25,000  
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_\_\_% per annum growth/decline  
☐ Remote Computing \_\_\_\_\_% per annum growth/decline  
☐ Interactive timesharing \_\_\_\_\_% p.a. growth/decline

delete as  
 appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☐      ☐      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory      ☒      ☐      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales      ☒      ☐      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel      ☐      ☐      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll      ☒      ☐      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning      ☒      ☒      ☐

Typical Applications include: Cash Flow Forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ Yes      ☐ No

A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

Mr. P. Roberts  
Data Proc. Manager  
Kwik Save Discount Group  
Warren Drive  
Prestatyn  
Clwyd  
North Wales

# INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6286

## TIMES TOP 1000 COMPANIES

Company KUK SANE DISCOUNT GROUP LTD  
 Address HAZEL DRIVE  
HEATHAM  
CLYDE, NORTH WALES

Tel: 07456 2351  
 Contact Name P. Roberts M.B.E.S.  
 Dept/Division CONTRACT

Title D. P. M. Roberts

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer IBM  
 Model SYS/360 32  
 Quantity 3

Manufacturer IBM  
 Model SYS/360 34 (24K in 1978)  
 Quantity 1 (12K in OCT. 78)

Q.2. Are any of these computers used in a time-sharing or remot? batch/service mode?

☐ yes ☒ no → Please go to Q.3

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_  
 Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.3. Do you use external bureaux services?

☐ yes ☒ no → Please go to Q.8

a) They are used for

☐ Batch Computing → see (b)  
☐ Remote Batch Computing → see (c)  
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Database  
☐ BABC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centre

☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWINDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.

☐ ADP

☐ COMSHARE

☐ IBM

☐ CRC

☐ ATKINS

☐ CDC

☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ ≥ £1000 < £5,000  
☐ ≥ £5,000 < £12,000  
☐ ≥ £12,000 < £25,000  
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_\_\_% per annum growth/decline  
☐ Remote Computing \_\_\_\_\_% per annum growth/decline  
☐ Interactive timesharing \_\_\_\_\_% p.a. growth/decline

delete as appropriate

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Q 6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☐      ☐      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory      ☒      ☐      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales      ☒      ☒      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel      ☒      ☒      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll      ☒      ☐      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning      ☐      ☐      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes      ☐ no

Mr. C.C.P. Balaam  
DP Manager  
Wm Morrison Supermarkets  
Hillmore House  
Thornton Road  
Bradford Yorks BD8 9AX

## A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

## INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

## TIMES TOP 1000 COMPANIES

Company WM. MORRISON SUPERMARKETS LTD.Address HILLDALE HOUSETHORNTON ROAD, BDB 3AXTel: 0714-494166Contact Name C. D. BALMAINDept/Division DATA PROCESSINGTitle DATA PROCESSING MANAGERDate Interview No. 1404  
Reference

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer <u>IBM</u>	Manufacturer _____
Model <u>SYSTEM/3 MODEL 15</u>	Model _____
Quantity <u>4</u>	Quantity _____

Manufacturer _____	Manufacturer _____
Model _____	Model _____
Quantity _____	Quantity _____

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used <u>IBM 3270</u>	Type of Terminal used _____
Quantity <u>4 LOCAL</u>	Quantity _____
Type of Terminal used <u>IBM 3270</u>	Type of Terminal used _____
Quantity <u>1 REMOTE</u>	Quantity _____

Q.3. Do you use external bureaux services?

☐ yes ☒ no ☐ Please go to Q.6

a) They are used for

<input type="checkbox"/> Batch Computing	→ see (b)
<input type="checkbox"/> Remote Batch Computing	→ see (c)
<input type="checkbox"/> Interactive Time-sharing	→ see (d)

b) We use the following bureaux for Batch Services:

<input type="checkbox"/> BOC Datasolve	for _____% of the company's total outside work
<input type="checkbox"/> BARIC	for _____% of the company's total outside work
<input type="checkbox"/> CMG	for _____% of the company's total outside work
<input type="checkbox"/> ADP/Management Dynamics	for _____% of the company's total outside work
<input type="checkbox"/> GEEST/Cambridge Comp. Service	for _____% of the company's total outside work
<input type="checkbox"/> COMPUTEL	for _____% of the company's total outside work
<input type="checkbox"/> COMPOWER	for _____% of the company's total outside work
<input type="checkbox"/> IBM	for _____% of the company's total outside work
<input type="checkbox"/> CDC	for _____% of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for _____% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrefile

<input type="checkbox"/> U.C.C.	for _____% of the company's total outside work
<input type="checkbox"/> S.I.A.	for _____% of the company's total outside work
<input type="checkbox"/> U.C.S.L.	for _____% of the company's total outside work
<input type="checkbox"/> I.B.M.	for _____% of the company's total outside work
<input type="checkbox"/> COMPOWER	for _____% of the company's total outside work
<input type="checkbox"/> COMPUTEL	for _____% of the company's total outside work
<input type="checkbox"/> SICON	for _____% of the company's total outside work
<input type="checkbox"/> CDC	for _____% of the company's total outside work
<input type="checkbox"/> LOWNDES-AJAX	for _____% of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for _____% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

<input type="checkbox"/> Honeywell I.S.	for _____% of the company's total outside work
<input type="checkbox"/> ADP	for _____% of the company's total outside work
<input type="checkbox"/> COMSHARE	for _____% of the company's total outside work
<input type="checkbox"/> IBM	for _____% of the company's total outside work
<input type="checkbox"/> CRC	for _____% of the company's total outside work
<input type="checkbox"/> ATKINS	for _____% of the company's total outside work
<input type="checkbox"/> CDC	for _____% of the company's total outside work
<input type="checkbox"/> OTHER (Specify)	for _____% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

<input type="checkbox"/> < £1000	<input type="checkbox"/> ≥ £12,000 < £25,000
<input type="checkbox"/> ≥ £1000 < £5,000	<input type="checkbox"/> ≥ £25,000
<input type="checkbox"/> ≥ £5,000 < £10,000	

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

<input type="checkbox"/> Batch Computing	_____ % per annum growth/decline	delete as appropriate
<input type="checkbox"/> Remote Computing	_____ % per annum growth/decline	
<input type="checkbox"/> Interactive timesharing	_____ % p.a. growth/decline	



Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific

☐
☐
☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory

☒
☐
☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales

☐
☐
☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel

☒
☐
☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll

☒
☐
☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning

☐
☒
☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes      ☐ no

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

Mr. P. D. Kempton  
Data Proc. Manager  
Safeway Food Stores  
Beddon Way  
Aylesford  
Nr. Maidstone, Kent  
ME20 7AT

**INPUT**

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

# INPUT

## TIMES TOP 1000 COMPANIES

Company SAFEMAY FOODS LTD  
 Address BEDFORD WAY, AYLESFORD  
MANSFORD  
KENT ME20 7AT  
 Tel: 0622-77122  
 Contact Name P. S. KEMPTON  
 Dept/Division DATA PROCESSING

Title J. P. MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer IBM  
 Model 370/38  
 Quantity 1

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used IBM 370/38  
 Quantity 2  
 Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.3. Do you use external bureau services?

☐ yes ☒ no ☐ Please go to Q.6

a) They are used for  
☐ Batch Computing ☐ see (b)  
☐ Remote Batch Computing ☐ see (c)  
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for \_\_\_\_% of the company's total outside work  
☐ BARIC for \_\_\_\_% of the company's total outside work  
☐ CMG for \_\_\_\_% of the company's total outside work  
☐ ADP/Management Dynamics for \_\_\_\_% of the company's total outside work  
☐ GEEST/Cambridge Comp. Service for \_\_\_\_% of the company's total outside work  
☐ COMPUTEL for \_\_\_\_% of the company's total outside work  
☐ COMPOWER for \_\_\_\_% of the company's total outside work  
☐ IBM for \_\_\_\_% of the company's total outside work  
☐ CDC for \_\_\_\_% of the company's total outside work  
☐ OTHER (Specify) \_\_\_\_\_

c) We use the following bureaux for Remote Batch Services

Centrafire  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000  
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000  
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_\_% per annum growth/decline  
☐ Remote Computing \_\_\_\_% per annum growth/decline  
☐ Interactive timesharing \_\_\_\_% p.a. growth/decline

delete as appropriate

50060

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☐      ☐      ☐  
 Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory      ☒      ☐      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales      ☒      ☐      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel      ☐      ☐      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll      ☒      ☐      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning      ☐      ☐      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes      ☐ no

## A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

Mr. B. Glynn  
 DP Manager  
 F.J. Wallis  
 Glynn House  
 New Road  
 Rainham  
 Essex

# INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
 TEL: 01-439 6286

## TIMES TOP 1000 COMPANIES

Company F. J. WALLIS Ltd  
 Address NEW ROAD,  
RAVENHILL,  
ESSEX.  
 Tel: RAVENHILL 53380  
 Contact Name Mr BARRY GERMAN  
 Dept/Division COMPUTER DEPT.

Date \_\_\_\_\_  
 Interview No. 1343  
 Reference \_\_\_\_\_

Title Area Manager

## Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer N.C.R.  
 Model CENTURY 100  
 Quantity ONE

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Manufacturer N.C.R.  
 Model CENTURY 75  
 Quantity ONE

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

## Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no → Please go to Q.3

Type of Terminal used CHINE V.D.  
 Quantity 12

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

## Q.3. Do you use external bureau services?

☐ yes ☒ no → Please go to Q.6

a) They are used for

☐ Batch Computing → see (b)  
☐ Remote Batch Computing → see (c)  
☐ Interactive Time-sharing → see (d)

## b) We use the following bureaux for Batch Services:

☐ BOC Datastore  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

## c) We use the following bureaux for Remote Batch Services

Centrifile  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

## d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

## Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ ≥ £1000 < £5,000  
☐ ≥ £5,000 < £12,000  
☐ ≥ £12,000 < £25,000  
☐ ≥ £25,000

## Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_\_\_% per annum growth/decline  
☐ Remote Computing \_\_\_\_\_% per annum growth/decline  
☐ Interactive timesharing \_\_\_\_\_% p.a. growth/decline

delete as appropriate

SIC 821

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

- a) ☐ Engineering/Scientific ☐ ☐ ☐
- b) ☐ Production/Inventory ☒ ☒ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

- c) ☐ Marketing/Sales ☒ ☒ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

- d) ☐ Personnel ☒ ☒ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

- e) ☐ General Accounting/Payroll ☒ ☒ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

- f) ☐ Financial Analysis and Planning ☒ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes ☐ no

**INPUT**

500 CHESHAM HOUSE, 160 REGENT ST., LONDON W.1  
TEL: 01-439 6288

A SURVEY OF THE

**TIMES TOP 1000 COMPANIES**

K  
Mr. R.D. Fidler  
Grp. Systems Manager  
Comnet Radiovision Services  
King Charles House  
George Street  
Hull HU1 3AU



## TIMES TOP 1000 COMPANIES

Company OMET RADIO DIVISION SERVICESAddress King Charles HouseGeorge StreetHULL HU1 3AU

Tel: \_\_\_\_\_

Contact Name K.D. FIDLER

Dept/Division \_\_\_\_\_

Title GRP. SYSTEMS MGR.Date 14.9.89  
Interview No. 14.9.89  
Reference \_\_\_\_\_

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3Manufacturer IBM  
Model SYSTEM 3/15 C  
Quantity 1Manufacturer NCR  
Model 734  
Quantity 1Manufacturer PHILIPS  
Model P 354  
Quantity 2Manufacturer \_\_\_\_\_  
Model \_\_\_\_\_  
Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3Type of Terminal used PHILIPS P354 T  
Quantity 1Type of Terminal used \_\_\_\_\_  
Quantity \_\_\_\_\_

Q.3. Do you use external bureau services?

☒ yes ☐ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)  
☒ Remote Batch Computing ☐ see (c)  
☒ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Database  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work  
for \_\_\_\_\_% of the company's total outside work

c) We use the following bureaux for Remote Batch Services:

Centelle

U.C.C.

S.I.A.

U.C.S.L.

I.B.M.

COMPOWER

COMPUTEL

SCICON

CDC

LOWNDES-AJAX

OTHER (Specify)

☐☐☐

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ ≥ £1000 < £5,000  
☒ ≥ £5,000 < £12,000  
☐ ≥ £12,000 < £25,000  
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_\_\_% per annum growth/decline  
☐ Remote Computing \_\_\_\_\_% per annum growth/decline  
☐ Interactive timesharing \_\_\_\_\_% p.a. growth/decline  
delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

SIC 821

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

- a) ☐ Engineering/Scientific      ☐      ☐      ☐
- b) ☐ Production/Inventory      ☒      ☒      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

- c) ☐ Marketing/Sales      ☒      ☒      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

- d) ☐ Personnel      ☐      ☒      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

- e) ☐ General Accounting/Payroll      ☒      ☐      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

- f) ☐ Financial Analysis and Planning      ☐      ☒      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes      ☐ no

## A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

Mr. McKechnie  
Computer Services Mgr.  
Grattan Warehouses  
Anchor House  
Ingleby Road  
Bradford, BD99 2XG

# INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6286

## TIMES TOP 1000 COMPANIES

Company Cellular  
 Address Avon  
14444444  
14444444  
 Tel: 14444444  
 Contact Name 14444444  
 Dept/Division 14444444

Title 14444444

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer 1444  
 Model 1444  
 Quantity 1

Manufacturer 1444  
 Model 1444  
 Quantity 1

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used 1444  
 Quantity 1  
 Type of Terminal used 1444  
 Quantity 1

Q.3. Do you use external bureaux services?

☒ yes ☐ no ☐ Please go to Q.6

a) They are used for

☒ Batch Computing ☐ see (b)  
☒ Remote Batch Computing ☐ see (c)  
☒ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☒ BOC Datasolve  
☒ BAHIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☒ OTHER (Specify) 1444

for 1444 % of the company's total outside work  
 for 1444 % of the company's total outside work  
 for 1444 % of the company's total outside work  
 for 1444 % of the company's total outside work  
 for 1444 % of the company's total outside work  
 for 1444 % of the company's total outside work  
 for 1444 % of the company's total outside work  
 for 1444 % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Canterville  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWINDEX-AJAX  
☒ OTHER (Specify) 1444

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☒ OTHER (Specify) 1444

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ ≥ £1000 < £5,000  
☐ ≥ £5,000 < £12,000  
☐ ≥ £12,000 < £25,000  
☒ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing 1444 % per annum growth/decline  
☐ Remote Computing 1444 % per annum growth/decline  
☐ Interactive timesharing 1444 % p.a. growth/decline

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

- a) ☐ Engineering/Scientific      ☐      ☐      ☐
- b) ☐ Production/Inventory      ☒      ☒      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

- c) ☐ Marketing/Sales      ☒      ☒      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

- d) ☐ Personnel      ☐      ☐      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

- e) ☐ General Accounting/Payroll      ☒      ☒      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

- f) ☐ Financial Analysis and Planning      ☒      ☐      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes      ☐ no

Mr. O'Callaghan  
Mgt. Services Director  
Green Shield Trading Stamp  
Merit House  
Edgware Road  
Colindale  
London NW9

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

**INPUT**

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

## TIMES TOP 1000 COMPANIES

Company Green Shield Trading Co. Ltd.Address MEAR HOUSEEXETER ROADColchesterTel: London 0199Contact Name S. O'CALLAGHANDept/Division ComputerTitle Director Mgt. Pers.Date 1387Interview No. 1387Reference           

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer	<u>NCR</u>
Model	<u>CITY 351</u>
Quantity	<u>1</u>

Manufacturer	<u>DEC</u>
Model	<u>PDP 11/40</u>
Quantity	<u>1</u>

Manufacturer	<u>Cenit (Bridges)</u>
Model	<u>Cenit</u>
Quantity	<u>22</u>

Manufacturer	<u>CMC / ICL</u>
Model	<u>DAT 814 / 1500</u>
Quantity	<u>1</u>

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used	<u>DEUTER/DENVER</u>
Quantity	<u>8</u>

Type of Terminal used	<u>Cenit</u>
Quantity	<u>100</u>

Q.3. Do you use external bureau services?

☒ yes ☐ no ☐ Please go to Q.8

a) They are used for

<input checked="" type="checkbox"/> Batch Computing	→ see (b)
<input type="checkbox"/> Remote Batch Computing	→ see (c)
<input checked="" type="checkbox"/> Interactive Time-sharing	→ see (d)

b) We use the following bureaux for Batch Services:

<input type="checkbox"/> BOC Datastore	for ___ % of the company's total outside work
<input type="checkbox"/> BARIC	for ___ % of the company's total outside work
<input type="checkbox"/> CMG	for ___ % of the company's total outside work
<input type="checkbox"/> ADP/Management Dynamics	for ___ % of the company's total outside work
<input type="checkbox"/> GEEST/Cambridge Comp. Service	for ___ % of the company's total outside work
<input type="checkbox"/> COMPUTEL	for ___ % of the company's total outside work
<input type="checkbox"/> COMPOWER	for ___ % of the company's total outside work
<input type="checkbox"/> IBM	for ___ % of the company's total outside work
<input type="checkbox"/> CDC	for ___ % of the company's total outside work
<input type="checkbox"/> OTHER (Specify) <u>Schneider</u>	for <u>12</u> % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrifile	<input type="checkbox"/>
U.C.C.	<input type="checkbox"/>
S.I.A.	<input type="checkbox"/>
U.C.S.L.	<input type="checkbox"/>
I.B.M.	<input type="checkbox"/>
COMPOWER	<input type="checkbox"/>
COMPUTEL	<input type="checkbox"/>
SCICON	<input type="checkbox"/>
CDC	<input type="checkbox"/>
LOWINDES-AJAX	<input type="checkbox"/>
OTHER (Specify)	<input type="checkbox"/>

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.	<input type="checkbox"/>
ADP	<input type="checkbox"/>
COMSHARE	<input checked="" type="checkbox"/>
IBM	<input type="checkbox"/>
CRC	<input type="checkbox"/>
ATKINS	<input type="checkbox"/>
CDC	<input type="checkbox"/>
OTHER (Specify)	<input type="checkbox"/>

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

<input type="checkbox"/> < £1000	<input type="checkbox"/> ≥ £12,000 < £25,000
<input checked="" type="checkbox"/> £1000 < £5,000	<input checked="" type="checkbox"/> £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

<input checked="" type="checkbox"/> Batch Computing	<u>0</u> % per annum growth/decline
<input type="checkbox"/> Remote Computing	<u>0</u> % per annum growth/decline
<input type="checkbox"/> Interactive timesharing	<u>0</u> % p.a. growth/decline



Q 6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☒ Engineering/Scientific ☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory ☐ ☐ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales ☒ ☒ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel ☒ ☒ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll ☒ ☒ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning ☒ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ Yes ☐ No

## A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

Mr. C. Harrison  
Grp. Development Mgr.,  
John Menzies (Holdings) Ltd.  
108 Princes Street  
Edinburgh

# INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

## TIMES TOP 1000 COMPANIES

Company JOHN MENZIES  
 Address HANOVER BUILDINGS  
ROSE ST  
EDINBURGH

Tel: 011-225-8555

Contact Name R.B. L. BATHURST  
 Dept/Division HANOVERMENT SERVICES

Title PRODUCTION MGR

Q.1. Does your company have its own in-house computers?

☒ Yes ☐ no  $\rightarrow$  Please go to Q.3

Manufacturer BURROUGHS  
 Model 3700  
 Quantity 1

Manufacturer WANG  
 Model ADC1000  
 Quantity 2

Manufacturer RED FAN  
 Model SECURE  
 Quantity 1

Manufacturer WANG  
 Model ADC1000  
 Quantity 2

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ Yes ☐ no  $\rightarrow$  Please go to Q.3

Type of Terminal used WANG TS10  
 Quantity 90  
 Type of Terminal used IB  
 Quantity 13

Q.3. Do you use external bureaux services?

☒ Yes ☐ no  $\rightarrow$  Please go to Q.6

a) They are used for

☒ Batch Computing  $\rightarrow$  see (b)  
☐ Remote Batch Computing  $\rightarrow$  see (c)  
☐ Interactive Time-sharing  $\rightarrow$  see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☒ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify)

for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrifile

☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify)

for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.

☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify)

for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐  $\geq$  £1000 < £5,000  
☒  $\geq$  £5,000 < £12,000  
☐  $\geq$  £12,000 < £25,000  
☐  $\geq$  £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing  $\rightarrow$  \_\_\_% per annum growth/decline  
☐ Remote Computing  $\rightarrow$  \_\_\_% per annum growth/decline  
☐ Interactive timesharing  $\rightarrow$  \_\_\_% p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☒      ☒      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory      ☒      ☒      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales      ☒      ☒      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel      ☒      ☒      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll      ☒      ☒      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning      ☒      ☒      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes      ☐ no

Mr. I. Hillan  
Comp. Operations Manager  
Calor Group Ltd  
Calor House  
Windsor Road  
Slough  
Berks

## A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

# INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

## TIMES TOP 1000 COMPANIES

Company The Colat Group  
 Address Colat House  
Windsor Road,  
Slough, Berks,  
 Tel Slough 23824  
 Contact Name I. F. HELLAN  
 Dept/Division Management Services

Title Group Computer  
Services Manager

Q.1. Does your company have its own in-house computers? ☒ yes ☐ no → Please go to Q.3

Manufacturer IBM Model 310/138 Quantity 1  
 Manufacturer NIXDORF Model 710 (CEA) Quantity 50  
 Manufacturer REDIFAN Model 8CEHUK Quantity 2

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode? ☐ yes ☒ no → Please go to Q.3

Type of Terminal used \_\_\_\_\_ Quantity \_\_\_\_\_  
 Type of Terminal used \_\_\_\_\_ Quantity \_\_\_\_\_  
 Type of Terminal used \_\_\_\_\_ Quantity \_\_\_\_\_

Q.3. Do you use external bureaux services? ☐ yes ☒ no → Please go to Q.6

a) They are used for ☐ Batch Computing → see (b)  
☐ Remote Batch Computing → see (c)  
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

c) We use the following bureaux for Remote Batch Services:

Centrifile  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ ≥ £1000 < £5,000  
☐ ≥ £5,000 < £12,000  
☐ ≥ £12,000 < £25,000  
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_\_\_% per annum growth/decline  
☐ Remote Computing \_\_\_\_\_% per annum growth/decline  
☐ Interactive timesharing \_\_\_\_\_% p.a. growth/decline

delete as appropriate

Q 8. Finally, please check those applications which your company presently uses or will use in the future:

SIC 831

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☐      ☐      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory      ☐      ☒      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales      ☒      ☐      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel      ☐      ☐      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll      ☒      ☐      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning      ☒      ☐      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ Yes      ☐ No

Mr. R.I. Lawson  
Group Chief Accountant  
Cawoods Holdings  
Southlands  
Harrogate HG1 2HY

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288



## TIMES TOP 1000 COMPANIES

Company Cambridge Milling Ltd  
 Address Southbury  
Reflex Road  
Marrogate H61 2HY  
 Tel: 68068  
 Contact Name R. I. Lawrence  
 Dept/Division Prof. Accounts

Date Interview No. 1212  
 Reference

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer burroughs  
 Model B1717  
 Quantity 1

Manufacturer   
 Model   
 Quantity

Manufacturer   
 Model   
 Quantity

Manufacturer   
 Model   
 Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no → Please go to Q.3

Type of Terminal used B80  
 Quantity 1

Type of Terminal used   
 Quantity

Type of Terminal used   
 Quantity

Type of Terminal used   
 Quantity

Q.3. Do you use external bureau services?

☒ yes ☐ no → Please go to Q.6

a) They are used for

☒ Batch Computing → see (b)  
☒ Remote Batch Computing → see (c)  
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Database for \_\_\_% of the company's total outside work  
☐ BARIC for \_\_\_% of the company's total outside work  
☐ CMG for \_\_\_% of the company's total outside work  
☐ ADP/Management Dynamics for \_\_\_% of the company's total outside work  
☐ GEEST/Cambridge Comp. Service for \_\_\_% of the company's total outside work  
☐ COMPUTEL for \_\_\_% of the company's total outside work  
☐ COMPOWER for \_\_\_% of the company's total outside work  
☐ IBM for \_\_\_% of the company's total outside work  
☐ CDC for \_\_\_% of the company's total outside work  
☐ OTHER (Specify) for \_\_\_% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centelle

☐ U.C.C. for \_\_\_% of the company's total outside work  
☐ S.I.A. for \_\_\_% of the company's total outside work  
☐ U.C.S.L. for \_\_\_% of the company's total outside work  
☐ I.B.M. for \_\_\_% of the company's total outside work  
☐ COMPOWER for \_\_\_% of the company's total outside work  
☐ COMPUTEL for \_\_\_% of the company's total outside work  
☐ SCICON for \_\_\_% of the company's total outside work  
☐ CDC for \_\_\_% of the company's total outside work  
☐ LOWNOES AJAX for \_\_\_% of the company's total outside work  
☐ OTHER (Specify) for \_\_\_% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.

☐ ADP for \_\_\_% of the company's total outside work  
☐ COMSHARE for \_\_\_% of the company's total outside work  
☐ IBM for \_\_\_% of the company's total outside work  
☐ CRC for \_\_\_% of the company's total outside work  
☐ ATKINS for \_\_\_% of the company's total outside work  
☐ CDC for \_\_\_% of the company's total outside work  
☐ OTHER (Specify) for \_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £26,000  
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000  
☒ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

- ☐ Batch Computing \_\_\_% per annum growth/decline
- ☐ Remote Computing [ ] \_\_\_% per annum growth/decline
- ☐ Interactive timesharing \_\_\_% p.a. growth/decline

Q.6. Finally, please check those applications which your company presently uses or will use in the future.

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☐      ☐      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory      ☒      ☒      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales      ☒      ☒      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel      ☒      ☐      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll      ☒      ☐      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning      ☒      ☒      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes      ☐ no

Mr. D.F. Kerr  
SCB Group  
23 Willow Lane  
Mitcham  
Surrey CR4 4TQ

A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

# INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

## TIMES TOP 1000 COMPANIES

Company Sevens Computer Services Ltd  
 Address 45, Wilton Way, Bicester, Oxfordshire

Tel: 01-640-7137  
 Contact Name D.F. Karp  
 Dept/Division As above

Title M.D.

## Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer Burroughs  
 Model B6700  
 Quantity 004

Manufacturer COL  
 Model 19048  
 Quantity 004

## Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no → Please go to Q.3

Type of Terminal used Modem VDU  
 Quantity 8  
 Type of Terminal used ICL terminals  
 Quantity 2

## Q.3. Do you use external bureau services?

☐ yes ☒ no → Please go to Q.6

## a) They are used for

☐ Batch Computing → see (b)  
☐ Remote Batch Computing → see (c)  
☐ Interactive Time-sharing → see (d)

## b) We use the following bureaux for Batch Services:

☐ BOC Datasolve  
☐ BARIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify)

## c) We use the following bureaux for Remote Batch Services

Centrefile  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify)

## d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify)

## Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ ≥ £1000 < £5,000  
☐ ≥ £5,000 < £12,000  
☐ ≥ £12,000 < £25,000  
☐ ≥ £25,000

## Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_\_\_ % per annum growth/decline  
☐ Remote Computing \_\_\_\_\_ % per annum growth/decline  
☐ Interactive time-sharing \_\_\_\_\_ % p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific ☒ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory ☒ ☐ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales ☒ ☐ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel ☒ ☐ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll ☒ ☐ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning ☐ ☐ ☒

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☐ yes ☐ no

INDUIT

Mr. R. Johnson  
DP Manager  
Kaye Organisation  
Kingdome Road  
Basingstoke  
Hampshire

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6286

SIC 337  
832

INPUT

TIMES TOP 1000 COMPANIES

Company LANZING BARNALL LTD.  
Address 11 HESKETH ROAD  
BASINGSTOCK  
HANTS RG21 2XJ  
Tel: 0256 2131  
Contact Name R. JONES  
Dept/Division MANUFACTURING SERVICES

Date Interview No. 1427  
Reference

Title DATA PROCESSING  
MANAGER

Q.1. Does your company have its own in-house computers?

☒ Yes ☐ no ☐ Please go to Q.3  
Manufacturer ICL  
Model 1903T  
Quantity ONE

Manufacturer DATA  
Model NOVA  
Quantity 3

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ Yes ☐ no ☐ Please go to Q.3  
Type of Terminal used ONLINE Quantity 1  
Type of Terminal used 7502/25 Quantity 1

Q.3. Do you use external bureaux services?

☒ Yes ☐ no ☐ Please go to Q.6  
a) They are used for ☒ Batch Computing ☐ Remote Batch Computing ☐ Interactive Time-sharing  
see (b) see (c) see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datastore  
☐ BANC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify) GSIC CHICS  
for 5% of the company's total outside work

c) We use the following bureaux for Remote Batch Services:

Centrifile  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify)

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.  
☐ ADP  
☒ COMSHARE  
☒ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify)

Q.4. Please check your total Annual expenditure on the above services in the following ranges:

☐ < £1000  
☐ ≥ £1000 < £5,000  
☐ ≥ £5,000 < £12,000  
☒ ≥ £12,000 < £25,000  
☒ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☒ Batch Computing per annum growth/decline  
☒ Remote Computing per annum growth/decline  
☒ Interactive time-sharing 5% p.a. growth/decline  
delete as appropriate



Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific ☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory ☐ ☐ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales ☐ ☐ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel ☐ ☒ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll ☒ ☐ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning ☐ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes ☐ no

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

**INPUT**

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

Lowton Metals Ltd.  
Haydon Park  
Newton-le-Willows  
Lancs

832

SIC

## TIMES TOP 1000 COMPANIES

Company BAZON METALS LTD  
 Address HYDE PARK  
NESTON - LEWIS  
MARSHFIELD, LEA12 0HE

Tel: ASTON IN MARSHFIELD (0145) 78551

Contact Name G. L. COCK

Dept/Division \_\_\_\_\_

Title CHIEF ACCOUNTANT

Date 15.12.90  
 Interview No. 151-230  
 Reference \_\_\_\_\_

Q.1. Does your company have its own in-house computers?

☐ yes ☒ no → Please go to Q.3

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☐ no → Please go to Q.3

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q.6

a) They are used for

☒ Batch Computing → see (b)  
☐ Remote Batch Computing → see (c)  
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Database for \_\_\_\_\_% of the company's total outside work  
☐ BARIC for \_\_\_\_\_% of the company's total outside work  
☐ CMG for \_\_\_\_\_% of the company's total outside work  
☐ ADP/Management Dynamics for \_\_\_\_\_% of the company's total outside work  
☐ GEEST/Cambridge Comp. Service for \_\_\_\_\_% of the company's total outside work  
☐ COMPUTEL for \_\_\_\_\_% of the company's total outside work  
☐ COMPOWER for \_\_\_\_\_% of the company's total outside work  
☐ IBM for \_\_\_\_\_% of the company's total outside work  
☒ CDC for \_\_\_\_\_% of the company's total outside work  
☐ OTHER (Specify) \_\_\_\_\_

c) We use the following bureaux for Remote Batch Services

Centrefile \_\_\_\_\_  
☐ U.C.C. for \_\_\_\_\_% of the company's total outside work  
☐ S.I.A. for \_\_\_\_\_% of the company's total outside work  
☐ U.C.S.L. for \_\_\_\_\_% of the company's total outside work  
☐ I.B.M. for \_\_\_\_\_% of the company's total outside work  
☐ COMPOWER for \_\_\_\_\_% of the company's total outside work  
☐ COMPUTEL for \_\_\_\_\_% of the company's total outside work  
☐ SICOM for \_\_\_\_\_% of the company's total outside work  
☐ CDC for \_\_\_\_\_% of the company's total outside work  
☐ LOWNDES-AJAX for \_\_\_\_\_% of the company's total outside work  
☐ OTHER (Specify) \_\_\_\_\_

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for \_\_\_\_\_% of the company's total outside work  
☐ ADP for \_\_\_\_\_% of the company's total outside work  
☐ COMSHARE for \_\_\_\_\_% of the company's total outside work  
☐ IBM for \_\_\_\_\_% of the company's total outside work  
☐ CRC for \_\_\_\_\_% of the company's total outside work  
☐ ATKINS for \_\_\_\_\_% of the company's total outside work  
☐ CDC for \_\_\_\_\_% of the company's total outside work  
☐ OTHER (Specify) \_\_\_\_\_

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☒ ≥ £1000 < £5,000  
☐ ≥ £5,000 < £12,000  
☐ ≥ £12,000 < £25,000  
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing  $\frac{c}{p.a.}$  % per annum growth/decline  
☐ Remote Computing  $\frac{c}{p.a.}$  % per annum growth/decline  
☐ Interactive timesharing  $\frac{c}{p.a.}$  % p.a. growth/decline  
 delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific ☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory ☒ ☐ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales ☒ ☐ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel ☐ ☐ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll ☐ ☐ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning ☐ ☐ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☐ yes ☒ no

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

Mr. R. W. Barrand  
Company Secretary  
Industrial Specialty  
St. Alban's House  
59 Haymarket  
London SW1Y 4RD

131  
JUN 68

INPUT

## TIMES TOP 1000 COMPANIES

Company Industrial Specialty  
 Address St Alban's House  
54 Haywood  
London SW14 4LD

Date             
 Interview No. 1313  
 Reference           

Contact Name            Title             
 Dept/Division           

## Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer KENTZLE  
 Model 6600  
 Quantity 1

Manufacturer             
 Model             
 Quantity           

## Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no → Please go to Q.3

Type of Terminal used            Quantity             
 Type of Terminal used            Quantity           

## Q.3. Do you use external bureaux services?

☐ yes ☒ no → Please go to Q.8

a) They are used for  
☐ Batch Computing → see (b)  
☐ Remote Batch Computing → see (c)  
☐ Interactive Time-sharing → see (d)

## b) We use the following bureaux for Batch Services:

☐ BOC Datsolve for            % of the company's total outside work  
☐ BARRC for            % of the company's total outside work  
☐ CMG for            % of the company's total outside work  
☐ ADP/Management Dynamics for            % of the company's total outside work  
☐ GEEST/Cambridge Comp. Service for            % of the company's total outside work  
☐ COMPUTEL for            % of the company's total outside work  
☐ COMPOWER for            % of the company's total outside work  
☐ IBM for            % of the company's total outside work  
☐ CDC for            % of the company's total outside work  
☐ OTHER (Specify)           

## c) We use the following bureaux for Remote Batch Services

Centrefile  
☐ U.C.C. for            % of the company's total outside work  
☐ S.I.A. for            % of the company's total outside work  
☐ U.C.S.L. for            % of the company's total outside work  
☐ I.B.M. for            % of the company's total outside work  
☐ COMPOWER for            % of the company's total outside work  
☐ COMPUTEL for            % of the company's total outside work  
☐ SOCON for            % of the company's total outside work  
☐ CDC for            % of the company's total outside work  
☐ LOWNDES-AJAX for            % of the company's total outside work  
☐ OTHER (Specify)           

## d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for            % of the company's total outside work  
☐ ADP for            % of the company's total outside work  
☐ COMSHARE for            % of the company's total outside work  
☐ IBM for            % of the company's total outside work  
☐ CRC for            % of the company's total outside work  
☐ ATKINS for            % of the company's total outside work  
☐ CDC for            % of the company's total outside work  
☐ OTHER (Specify)           

## Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000  
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000  
☐ ≥ £5,000 < £12,000

## Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing            % per annum growth/decline  
☐ Remote Computing            % per annum growth/decline  
☐ Interactive timesharing            % p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific ☐ ☐ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory ☐ ☐ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales ☐ ☐ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel ☐ ☐ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll ☐ ☒ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning ☐ ☐ ☐

Typical Applications include: Cash Flow Forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☐ yes ☐ no

Mr. G. Lynas  
Data Proc. Manager  
Rudolf Wolff & Co.  
Knollys House  
11 Byward Street  
London EC3

## A SURVEY OF THE

# TIMES TOP 1000 COMPANIES

# INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6286



## TIMES TOP 1000 COMPANIES

Company RUDOLF WOLFF & G. LTD.  
 Address KNOXLYS HOUSE,  
11, BIRMINGHAM ST.  
LONDON EC3A 5ED  
 Tel: 01-626 8165  
 Contact Name G. LYNAS.  
 Dept/Division —

Date 1280  
 Interview No. —  
 Reference —

## Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer DATA POINT  
 Model 2200 + disc drive  
 Quantity ONE

Manufacturer —  
 Model —  
 Quantity —

Manufacturer DATA POINT  
 Model 2200 + 3 DISKETTE DRIVES  
 Quantity ONE

Manufacturer —  
 Model —  
 Quantity —

## Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used DATA POINT 2200  
 Quantity ONE  
 Type of Terminal used —  
 Quantity —

## Q.3. Do you use external bureau services?

☒ yes ☐ no ☐ Please go to Q.6

## a) They are used for

☒ Batch Computing ☐ see (b)  
☐ Remote Batch Computing ☐ see (c)  
☐ Interactive Time sharing ☐ see (d)

## b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for 100 % of the company's total outside work  
☐ BARIC for — % of the company's total outside work  
☐ CMG for — % of the company's total outside work  
☐ ADP/Management Dynamics for — % of the company's total outside work  
☐ GEEST/Cambridge Comp. Service for — % of the company's total outside work  
☐ COMPUTEL for — % of the company's total outside work  
☐ COMPOWER for — % of the company's total outside work  
☐ IBM for — % of the company's total outside work  
☐ CDC for — % of the company's total outside work  
☐ OTHER (Specify) —

## c) We use the following bureaux for Remote Batch Services

Centrifile ☐  
 U.C.C. ☐  
 S.I.A. ☐  
 U.C.S.L. ☐  
 I.B.M. ☐  
 COMPOWER ☐  
 COMPUTEL ☐  
 SCICON ☐  
 CDC ☐  
 LOWINDES-AJAX ☐  
 OTHER (Specify) ☐

## d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S. ☐  
 ADP ☐  
 COMSHARE ☐  
 IBM ☐  
 CRC ☐  
 ATKINS ☐  
 CDC ☐  
 OTHER (Specify) ☐

## Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000  
☐ ≥ £1000 < £5,000 ☒ ≥ £25,000  
☐ ≥ £5,000 < £12,000

## Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing 6 % per annum growth/decline—  
☐ Remote Computing — % per annum growth/decline  
☐ Interactive timesharing — % p.a. growth/decline

delete as appropriate

148

SIC 860

Q.6. Finally, please check those applications which your company presently uses or will use in the future.

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☐      ☐      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory      ☐      ☐      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales      ☐      ☐      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel      ☒      ☒      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll      ☒      ☒      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning      ☒      ☒      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes      ☐ no

Mr. A.N. Copell  
DP Director  
Sedgwick Forbes Holdings  
Grove House  
Newland Street  
Witham  
Essex CM8 2UP

# A SURVEY OF THE

## TIMES TOP 1000 COMPANIES

### INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL. 01-430 6288



Q.6. Finally, please check those applications which your company presently uses or will use in the future.

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific ☐ ☐ ☐ ☐

None

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory ☐ ☐ ☐ ☐

None

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales ☐ ☒ ☐ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel ☒ ☐ ☐ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll ☒ ☐ ☐ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning ☐ ☒ ☐ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the data provided by companies in your category will be shortly available. May we send it to you?

☒ yes ☐ no

INDUST

Mr. R.D. Clarkson  
Group Data Proc. Manager  
Coral Leisure Group  
Berkeley Square House  
Berkeley Square  
London W1X 3PE

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6286

SK 583

1206

## INPUT

## TIMES TOP 1000 COMPANIES

Company CORAL LEISURE GROUP LTD  
 Address BEARLEY SQUARE HOUSE  
BEARLEY SQUARE, MANFAR.

Tel: 029 8772  
INDIAN W1

Contact Name R. D. COAKLEY  
 Dept/Division DATA PROCESSING

Title Group D.P. Manager

Q.1. Does your company have its own in-house computers?

☒ Yes ☐ no → Please go to Q.3

Manufacturer ICL  
 Model 2904  
 Quantity 1

Manufacturer  
 Model  
 Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ Yes ☐ no → Please go to Q.3

Type of Terminal used SINGLE 1500  
 Quantity 5  
 Type of Terminal used  
 Quantity

Q.3. Do you use external bureaux services?

☒ Yes ☐ no → Please go to Q.6

a) They are used for

☒ Batch Computing → see (b)  
☐ Remote Batch Computing → see (c)  
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Database for \_\_\_% of the company's total outside work  
☐ BARG for \_\_\_% of the company's total outside work  
☐ CMG for \_\_\_% of the company's total outside work  
☐ ADP/Management Dynamics for \_\_\_% of the company's total outside work  
☐ GEEST/Cambridge Comp. Service for \_\_\_% of the company's total outside work  
☐ COMPUTEL for \_\_\_% of the company's total outside work  
☐ COMPOWER for \_\_\_% of the company's total outside work  
☐ IBM for \_\_\_% of the company's total outside work  
☐ CDC for \_\_\_% of the company's total outside work  
☒ OTHER (Specify) 7 for \_\_\_% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centelle  
☐ U.C.C. for \_\_\_% of the company's total outside work  
☐ S.I.A. for \_\_\_% of the company's total outside work  
☐ U.C.S.L. for \_\_\_% of the company's total outside work  
☐ I.B.M. for \_\_\_% of the company's total outside work  
☐ COMPOWER for \_\_\_% of the company's total outside work  
☐ COMPUTEL for \_\_\_% of the company's total outside work  
☐ SCICON for \_\_\_% of the company's total outside work  
☐ CDC for \_\_\_% of the company's total outside work  
☐ LOWNDES-AJAX for \_\_\_% of the company's total outside work  
☐ OTHER (Specify) for \_\_\_% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.  
☐ ADP for \_\_\_% of the company's total outside work  
☐ COMSHARE for \_\_\_% of the company's total outside work  
☐ IBM for \_\_\_% of the company's total outside work  
☐ CRC for \_\_\_% of the company's total outside work  
☐ ARKINS for \_\_\_% of the company's total outside work  
☐ CDC for \_\_\_% of the company's total outside work  
☐ OTHER (Specify) for \_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☒ ≥ £1000 < £5,000  
☐ ≥ £5,000 < £12,000  
☐ ≥ £12,000 < £25,000  
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing 50% per annum growth/decrease  
☐ Remote Computing 50% per annum growth/decrease  
☐ Interactive timesharing 50% p.a. growth/decrease  
 } delete as appropriate



Q.6. Finally, please check those applications which your company presently uses or will use in the future.

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☐      ☐      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory      ☒      ☒      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales      ☒      ☒      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel      ☐      ☒      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll      ☒      ☒      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning      ☐      ☒      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes      ☐ no

Mr. J.M. Prince  
Datsun UK Ltd  
Datsun House  
New Road  
Worthing  
Sussex

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

**INPUT**

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

## TIMES TOP 1000 COMPANIES

Company DATSON G.K. LTD.  
 Address DATSON HOUSE  
NEW ROAD  
WORTHING - SUSSEX  
 Tel. WORTHING 68561  
 Contact Name J.M. PENCE  
 Dept/Division DATA PROCESSING

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer IRM Model 370/125 Quantity 1

Manufacturer \_\_\_\_\_ Model \_\_\_\_\_ Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no → Please go to Q.3

Type of Terminal used \_\_\_\_\_ Quantity \_\_\_\_\_  
 Type of Terminal used \_\_\_\_\_ Quantity \_\_\_\_\_  
 Type of Terminal used \_\_\_\_\_ Quantity \_\_\_\_\_

Q.3. Do you use external bureau services?

☐ yes ☒ no → Please go to Q.6

a) They are used for ☐ Batch Computing → see (b)  
☐ Remote Batch Computing → see (c)  
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datsolve for \_\_\_\_\_% of the company's total outside work  
☐ BABC for \_\_\_\_\_% of the company's total outside work  
☐ CMG for \_\_\_\_\_% of the company's total outside work  
☐ ADP/Management Dynamics for \_\_\_\_\_% of the company's total outside work  
☐ GEEST/Cambridge Comp. Service for \_\_\_\_\_% of the company's total outside work  
☐ COMPUTEL for \_\_\_\_\_% of the company's total outside work  
☐ COMPOWER for \_\_\_\_\_% of the company's total outside work  
☐ IBM for \_\_\_\_\_% of the company's total outside work  
☐ CDC for \_\_\_\_\_% of the company's total outside work  
☐ OTHER (Specify) \_\_\_\_\_

c) We use the following bureaux for Remote Batch Services

Centigile  
☐ U.C.C. for \_\_\_\_\_% of the company's total outside work  
☐ S.I.A. for \_\_\_\_\_% of the company's total outside work  
☐ U.C.S.L. for \_\_\_\_\_% of the company's total outside work  
☐ I.B.M. for \_\_\_\_\_% of the company's total outside work  
☐ COMPOWER for \_\_\_\_\_% of the company's total outside work  
☐ COMPUTEL for \_\_\_\_\_% of the company's total outside work  
☐ SCICON for \_\_\_\_\_% of the company's total outside work  
☐ CDC for \_\_\_\_\_% of the company's total outside work  
☐ LOWNDES-AJAX for \_\_\_\_\_% of the company's total outside work  
☐ OTHER (Specify) \_\_\_\_\_

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S. for \_\_\_\_\_% of the company's total outside work  
☐ ADP for \_\_\_\_\_% of the company's total outside work  
☐ COMSHARE for \_\_\_\_\_% of the company's total outside work  
☐ IBM for \_\_\_\_\_% of the company's total outside work  
☐ CRC for \_\_\_\_\_% of the company's total outside work  
☐ ATKINS for \_\_\_\_\_% of the company's total outside work  
☐ CDC for \_\_\_\_\_% of the company's total outside work  
☐ OTHER (Specify) \_\_\_\_\_

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000  
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000  
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_\_\_% per annum growth/decline  
☐ Remote Computing \_\_\_\_\_% per annum growth/decline  
☐ Interactive timesharing \_\_\_\_\_% p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific

☐
☐
☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory

☒
☐
☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales

☒
☐
☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel

☐
☐
☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll

☒
☐
☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analyst and Planning

☐
☐
☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes

☐ no

INPUT

Mr. K. Shearan  
Operations Manager  
Fiat Motor Co. (UK)  
Great West Road  
Brentford  
Middlesex

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

81C 894

1411

## TIMES TOP 1000 COMPANIES

Company FIAT MOTOR CO (UK) LTD.Address Apartment 201, 201, 201201, 201, 201201, 201, 201Tel: 01-568-5822 ext 251Contact Name K. L. StevensDep/Division Head OfficeTitle Supervisor

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

☐ Manufacturer 1371  
☐ Model 370/135  
☐ Quantity 1

☐ Manufacturer \_\_\_\_\_  
☐ Model \_\_\_\_\_  
☐ Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time sharing or remote batch/service mode?

☐ yes ☒ no → Please go to Q.3

☐ Type of Terminal used \_\_\_\_\_  
☐ Quantity \_\_\_\_\_  
☐ Type of Terminal used \_\_\_\_\_  
☐ Quantity \_\_\_\_\_

Q.3. Do you use external bureaux services?

☐ yes ☒ no → Please go to Q.6

☐ They are used for \_\_\_\_\_  
☐ Batch Computing → see (b)  
☐ Remote Batch Computing → see (c)  
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve  
☐ BAHIC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

## Centrale

☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify) \_\_\_\_\_

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ ≥ £1000 < £5,000  
☐ ≥ £5,000 < £12,000  
☐ ≥ £12,000 < £25,000  
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_\_\_% per annum growth/decline  
☐ Remote Computing \_\_\_\_\_% per annum growth/decline  
☐ Interactive timesharing \_\_\_\_\_% p.a. growth/decline

delete as  
 appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION USE NOW WILL USE MORE IN FUTURE WILL USE LESS IN FUTURE

a) ☒ Engineering/Scientific ☒ ☒ ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory ☒ ☒ ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales ☒ ☒ ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☒ Personnel ☒ ☒ ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll ☒ ☒ ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☒ Financial Analysis and Planning ☒ ☒ ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning, Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes ☐ no

INPUT

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6286

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

Mr. P. Knutson  
Group Supervisor DP Dept  
General Motors  
High Street North  
Dunstable  
Beds

894

1 301



## TIMES TOP 1000 COMPANIES

Company CLARICAL MOTORS LTD  
 Address P.O. Box 4  
HIGH STREET NORTH  
DUNSTABLE, BEDS  
 Tel: 0457 64264 x206  
 Contact Name P.A. KUTSON  
 Dept/Division SYSTEMS & RESEARCH

Title Senior Supervisor

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer IBM Physically  
 Model 370-158 at Northall  
 Quantity 2 Indivisible

Manufacturer IBM  
 Model 5100  
 Quantity 1

Q.2. Are any of these computers used in a time sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used 3270 (IBM)  
 Quantity 5  
 Type of Terminal used 5985 (IBM)  
 Quantity 4

Q.3. Do you use external bureau services?

☒ yes ☐ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)  
☐ Remote Batch Computing ☐ see (c)  
☒ Interactive Time sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve  
☐ BAPIC  
☐ CMG  
☒ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify)

for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

☐ Centrafile  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify)

for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.  
☒ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify)

for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work  
 for \_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☒ ≥ £12,000 < £25,000  
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000  
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing ☐ per annum growth/decline  
☐ Remote Computing ☐ per annum growth/decline  
☐ Interactive timesharing ☐ p.a. growth/decline

delete as appropriate

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☐      ☐      ☐

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☐ Production/Inventory      ☐      ☐      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☐ Marketing/Sales      ☒      ☐      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel      ☐      ☒      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☐ General Accounting/Payroll      ☒      ☐      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning      ☐      ☐      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes      ☐ no

INPUT

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6268

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

Mr. M.E. Buy  
Administration Manager  
Hartwells Group  
Railway Lane  
Littlemoor  
Oxford  
Oxon

1 616

9/6 894

## TIMES TOP 1000 COMPANIES

Company WATSONS OILS LTDAddress RAILWAY LANEWITBEMORE,OXFORDTel: 777321Contact Name MR M. GUY

Dept/Division \_\_\_\_\_

Title Administration Manager

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer VEATCH  
 Model 5500  
 Quantity 1

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no → Please go to Q.3

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.3. Do you use external bureaux services?

☒ yes ☐ no → Please go to Q.6

a) They are used for

☒ Batch Computing → see (b)  
☐ Remote Batch Computing → see (c)  
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☒ BOC Datasolve for 10.0% of the company's total outside work  
☐ BARIC for \_\_\_\_% of the company's total outside work  
☐ CMG for \_\_\_\_% of the company's total outside work  
☐ ADP/Management Dynamics for \_\_\_\_% of the company's total outside work  
☐ GEEST/Cambridge Comp. Service for \_\_\_\_% of the company's total outside work  
☐ COMPUTEL for \_\_\_\_% of the company's total outside work  
☐ IBM for \_\_\_\_% of the company's total outside work  
☐ CDC for \_\_\_\_% of the company's total outside work  
☐ OTHER (Specify) \_\_\_\_\_ for \_\_\_\_% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centelle ☐  
 U.C.C. ☐  
 S.I.A. ☐  
 U.C.S.L. ☐  
 I.B.M. ☐  
 COMPOWER ☐  
 COMPUTEL ☐  
 SCICON ☐  
 CDC ☐  
 LOWINDES-AJAX ☐  
 OTHER (Specify) ☐

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S. ☐  
 ADP ☐  
 COMSHARE ☐  
 IBM ☐  
 CRC ☐  
 ATKINS ☐  
 CDC ☐  
 OTHER (Specify) ☐

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ ≥ £1000 < £5,000  
☒ ≥ £5,000 < £12,000  
☐ ≥ £12,000 < £25,000  
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

Batch Computing \_\_\_\_% per annum growth/decline  
 Remote Computing \_\_\_\_% per annum growth/decline  
 Interactive timesharing \_\_\_\_% p.a. growth/decline

delete as appropriate

As we are at Present using 100% Batch Computing, The level will Remain Static.

Q.6. Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION      USE NOW      WILL USE MORE IN FUTURE      WILL USE LESS IN FUTURE

a) ☐ Engineering/Scientific      ☐      ☐      ☐

Typical Applications include: Chemical/Process/Chemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) ☒ Production/Inventory      ☒      ☒      ☐

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) ☒ Marketing/Sales      ☒      ☒      ☐

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) ☐ Personnel      ☐      ☐      ☐

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) ☒ General Accounting/Payroll      ☒      ☒      ☐

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) ☐ Financial Analysis and Planning      ☐      ☐      ☐

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes      ☐ no

INPUT

**INPUT**

500 CHESHAM HOUSE, 160 REGENT ST., LONDON W.1  
TEL: 01-439 6288

A SURVEY OF THE

**TIMES TOP 1000 COMPANIES**

Mr. P. Rodgers  
Programming Manager  
Kenning Motor Group  
Manor Offices  
Old Road  
Chesterfield  
Derbyshire S40 3QT

1211

SIC 804

## TIMES TOP 1000 COMPANIES

Company KEITHING notebook corp  
 Address MANAOKA OFFICES  
OLG ROAD  
CINCINNATI OH 45203  
 Tel: 513-771-1141  
 Contact Name PAUL BOGERS  
 Dept/Division COMPUTER

Date 2/21/88  
 Interview No. 211  
 Reference

Title PROGRAMMING MANAGER

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no ☐ Please go to Q.3

Manufacturer IBM  
 Model 370/148  
 Quantity 1

Manufacturer   
 Model   
 Quantity

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☒ yes ☐ no ☐ Please go to Q.3

Type of Terminal used 3270  
 Quantity 12  
 Type of Terminal used 3741  
 Quantity 31

Q.3. Do you use external bureau services?

☐ yes ☒ no ☐ Please go to Q.6

a) They are used for

☐ Batch Computing ☐ see (b)  
☐ Remote Batch Computing ☐ see (c)  
☐ Interactive Time-sharing ☐ see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Database  
☐ BANC  
☐ CMG  
☐ ADP/Management Dynamics  
☐ GEEST/Cambridge Comp. Service  
☐ COMPUTEL  
☐ COMPOWER  
☐ IBM  
☐ CDC  
☐ OTHER (Specify)

for  % of the company's total outside work  
 for  % of the company's total outside work  
 for  % of the company's total outside work  
 for  % of the company's total outside work  
 for  % of the company's total outside work  
 for  % of the company's total outside work  
 for  % of the company's total outside work  
 for  % of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centrifile  
☐ U.C.C.  
☐ SIA  
☐ U.C.S.L.  
☐ IBM  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWINDES-AJAX  
☐ OTHER (Specify)

for  % of the company's total outside work  
 for  % of the company's total outside work  
 for  % of the company's total outside work  
 for  % of the company's total outside work  
 for  % of the company's total outside work  
 for  % of the company's total outside work  
 for  % of the company's total outside work  
 for  % of the company's total outside work  
 for  % of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

☐ Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify)

for  % of the company's total outside work  
 for  % of the company's total outside work  
 for  % of the company's total outside work  
 for  % of the company's total outside work  
 for  % of the company's total outside work  
 for  % of the company's total outside work  
 for  % of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000 ☐ ≥ £12,000 < £25,000  
☐ ≥ £1000 < £5,000 ☐ ≥ £25,000  
☐ ≥ £5,000 < £12,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing  % per annum growth/decline  
☐ Remote Computing  % per annum growth/decline  
☐ Interactive timesharing  % p.a. growth/decline  
 delete as appropriate



Q.6 Finally, please check those applications which your company presently uses or will use in the future:

APPLICATION	USE NOW	WILL USE MORE IN FUTURE	WILL USE LESS IN FUTURE
-------------	---------	----------------------------	----------------------------

a) <input type="checkbox"/> Engineering/Scientific	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	--------------------------	--------------------------	--------------------------

Typical Applications include: Chemical/Petrochemical Engineering, Civil/Structural Engineering, Mechanical Engineering, Electrical/Electronic Engineering, Operations Research etc.

b) <input checked="" type="checkbox"/> Production/Inventory	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Production control and scheduling, Quality Control, Inventory Control, Industrial Engineering, Numerical Control, Management Reports etc.

c) <input checked="" type="checkbox"/> Marketing/Sales	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--	-------------------------------------	--------------------------	--------------------------

Typical Applications include: Sales Forecasting, Market Research and Survey Analysis, Transport and Distribution Systems, Market and Sales Planning, Management Reports etc.

d) <input type="checkbox"/> Personnel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---------------------------------------	--------------------------	--------------------------	--------------------------

Typical Applications include: Manpower Management Statistics, Personnel Database, other personnel applications.

e) <input checked="" type="checkbox"/> General Accounting/Payroll	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	-------------------------------------	--------------------------

Typical Applications include: Payroll, Transaction and Customer Accounts, Costing, etc.

f) <input type="checkbox"/> Financial Analysis and Planning	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
---	--------------------------	--------------------------	--------------------------

Typical Applications include: Cash Flow forecasting, Budget and Long Range Planning Forecasting, Analysis and Consolidation, Capital Investment Analysis etc.

Thank you for your cooperation in filling in this questionnaire.

A summary of the Data provided by companies in your category will be shortly available. May we send it to you?

☒ yes ☐ no

INDUSTRY

INPUT

500 CHESHAM HOUSE, 150 REGENT ST., LONDON W.1  
TEL: 01-439 6288

A SURVEY OF THE

TIMES TOP 1000 COMPANIES

Mr. C.W. Green  
DP Manager  
Renault Ltd  
Western Avenue  
Acton London W3 PRZ

894  
SIC

1335

## INPUT

## TIMES TOP 1000 COMPANIES

Company REDAZZI LIMITED  
 Address WILSON ALEXANDER  
100-301 W3022

Tel: 01-442-3451  
 Contact Name CAP GREEN  
 Dept/Division DATA PROCESSING DEPT

Title P.P. MANUEL

Q.1. Does your company have its own in-house computers?

☒ yes ☐ no → Please go to Q.3

Manufacturer IBM  
 Model 360/40  
 Quantity 1

Manufacturer H.I.S.  
 Model 6160/1  
 Quantity 1

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Manufacturer \_\_\_\_\_  
 Model \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.2. Are any of these computers used in a time-sharing or remote batch/service mode?

☐ yes ☒ no → Please go to Q.3

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_  
 Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_  
 Type of Terminal used \_\_\_\_\_  
 Quantity \_\_\_\_\_

Q.3. Do you use external bureaux services?

☐ yes ☒ no → Please go to Q.6

a) They are used for

☐ Batch Computing → see (b)  
☐ Remote Batch Computing → see (c)  
☐ Interactive Time-sharing → see (d)

b) We use the following bureaux for Batch Services:

☐ BOC Datasolve for \_\_\_\_\_% of the company's total outside work  
☐ BARIC for \_\_\_\_\_% of the company's total outside work  
☐ CMG for \_\_\_\_\_% of the company's total outside work  
☐ ADP/Management Dynamics for \_\_\_\_\_% of the company's total outside work  
☐ GEEST/Cambridge Comp. Service for \_\_\_\_\_% of the company's total outside work  
☐ COMPUTEL for \_\_\_\_\_% of the company's total outside work  
☐ COMPOWER for \_\_\_\_\_% of the company's total outside work  
☐ IBM for \_\_\_\_\_% of the company's total outside work  
☐ CDC for \_\_\_\_\_% of the company's total outside work  
☐ OTHER (Specify) for \_\_\_\_\_% of the company's total outside work

c) We use the following bureaux for Remote Batch Services

Centreline  
☐ U.C.C.  
☐ S.I.A.  
☐ U.C.S.L.  
☐ I.B.M.  
☐ COMPOWER  
☐ COMPUTEL  
☐ SCICON  
☐ CDC  
☐ LOWNDES-AJAX  
☐ OTHER (Specify)

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
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 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

d) We use the following bureaux for Interactive Time Sharing Services:

Honeywell I.S.  
☐ ADP  
☐ COMSHARE  
☐ IBM  
☐ CRC  
☐ ATKINS  
☐ CDC  
☐ OTHER (Specify)

for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work  
 for \_\_\_\_\_% of the company's total outside work

Q.4. Please check your total Annual expenditures on the above services in the following ranges:

☐ < £1000  
☐ ≥ £1000 < £5,000  
☐ ≥ £5,000 < £12,000  
☐ ≥ £12,000 < £25,000  
☐ ≥ £25,000

Q.5. What is the growth pattern that you foresee in the usage of each service category by your company?

☐ Batch Computing \_\_\_\_\_% per annum growth/decline  
☐ Remote Computing \_\_\_\_\_% per annum growth/decline  
☐ Interactive timesharing \_\_\_\_\_% p.a. growth/decline

delete as appropriate







